

# DISTRIBUTION & WAREHOUSING

TRANSFER & STORAGE

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Chicago and New York

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## The NEW 3½ Ton ("A" Series) WORM Drive Selden Truck

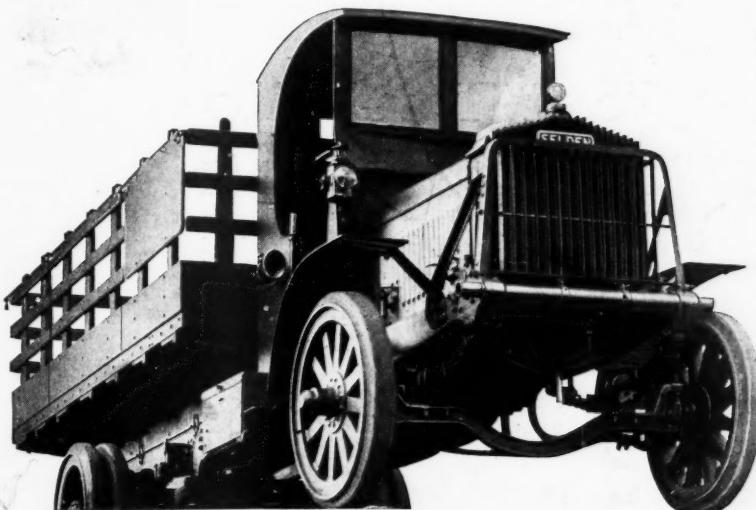
THE widespread, spontaneous acceptance of the 1½ Ton Model in the "A" Series of Selden Trucks, evidenced by hundreds of orders for this remarkable achievement in motor truck construction which we received from motor truck operators in all sections of the country, and the voluntary expressions of phenomenal performances of this model of mechanical perfection which came to us daily, prompted us to add a larger capacity, more powerful model to this same "A" Series.

We now offer for the consideration of truck operators in the transfer and storage business MODEL 3½-A—a 3½ Ton WORM Drive Selden Truck of the highest quality construction that it is possible to build into a truck of this capacity for the price at which it is sold.

Increased manufacturing facilities enable us to build unusual value into the Selden "A" Series of motor trucks. These models are possessed of the same rugged construction, the same gigantic powers of endurance and are built on the same sound engineering principles which have earned for Selden Trucks an enviable reputation for performances the world over.

Model 3½-A, equipped with a body that meets the specific requirements of the transfer and storage business, will render highly efficient and profitable service in any kind of hauling work requiring a truck of 3½ tons capacity.

Ask the Selden Dealer in your locality, or write us, for Specifications of Model 3½-A.



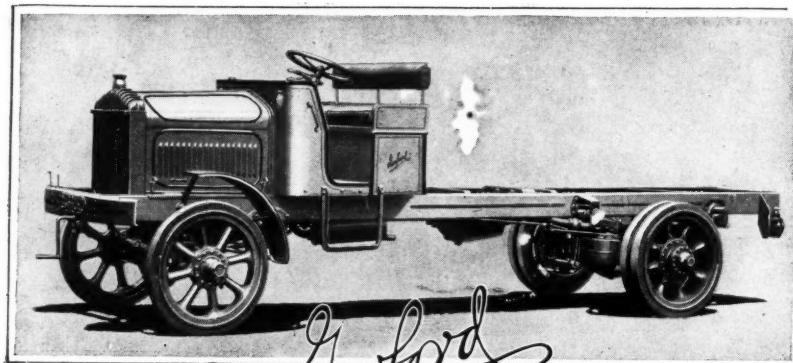
1½, 2, 3½, 5 Ton WORM Drive Models

SELDEN TRUCK CORPORATION, Rochester, N. Y., U. S. A.

# Selden Motor Trucks

# GARFORD

Announcing  
New 3½ Ton Model \$3990



Motor—4½ x 6"  
Timken Axles

Four Speed Transmission  
Steel Wheels

## For Low Cost Ton-Mile

**T**HIS newest Garford 3½ ton model is designed and built for the heavier tasks of hauling.

It is big, powerful—a giant in strength, and in every way lives up to Garford's standard of quality.

This new model embodies the best of Garford's twelve years of experience in the manufacture of high grade motor trucks.

There is back of it a five million dollar company and a Definite System of Service.

Garford quality is maintained throughout, and the exceptional price is made possible only through quantity production.

The design, materials and manufacture of this new model all combine in securing low cost ton-mile delivery.

"USERS KNOW"

The Garford Motor Truck Company, Lima, Ohio

# TRUCKS



## Bill O'Laden, Traffic Expert "Gives Advice To A Widde Lady"

"STRETCH!" Oi says to a la-ad a reachin' fr a book from a high shelf in th' Frisco office ov th' Trans-Continental Freight Company. "Ain't Oi," he says. "No me la-ad ye ain't," Oi says, "tis Oi as wants to see Mister J. W. Stretch, not a kid like ye."

"Welcome to th' Golden Pacific Coast," says a voice, "Shake." "Who th' Kid?" Oi says turnin' round, "sure one as dum as he be needs it." "Can this be Bill O'Laden," says a man houldin' out th' glad hand. "It can, an' it be Mister—" "Stretch," he says, an' down we sits to talk over th' forwardin' business. Then the tillyphone rings. "Pardon me," says Stretch to me. "Pleased to hear it, Mum, thank ye kindley," says he to th' tillyphone. "Twas a widde woman, Bill," he says to me. "We forwarded her household goods, an' she says th' T-C. F. Co. Service is great."

"Oi was a tellin' a widde woman on th' train th' likes," Oi says, "A peach in weeds as sit opposite me in th' sleeper." "Sowing publicity, Bill," he says. "Wrong!" Oi says, "A sewing nawthin', but a lookin' on th' flure, with trouble in her eye. Sorry Oi was fr her, an'—Lady have ye lost somethin'?" Oi says. "Oi lost me husband, Sir," she says. "To bad," Oi says, "but with a face like a rose, don't let it worry ye." She says nawthin', but keeps her eyes on th' flure. "Did ye lose anything else?" "Oi did, Sir, me money." "Niver mind, Lady," Oi says, "many th' woman Oi know lost that by

not shippin' their household goods th' T-C. F. Co. way." "Household goods, Sir," she says, "Sure Oi lost them too." "Too bad," Oi says, "but it's yer own fault, fr had ye shipped 'em by the T-C. F. Co. ye would have 'em all right. Sure th' T-C. F. Co. niver loses or busts anything it handles." "How about yer hat, Sir?" she says. "Tis crushed lady," Oi says, "like meself. Sure Oi puts it on th' flure, an' th' conductor steps on it, an' sure he had no more business a crushin' me hat, than ye have a crushin' me—a married man." "Are ye married, Sir?" "Three times, Mum, but niver one ov 'em mum. Sure her small kid calls th' last one 'mummer,' but she ain't—but as full ov talk as th' rest."

"Bill," says Stretch, "Widde ladies is dangerous." "They be," Oi says, "an' ye will please remember it by not describin' me trip West to me auld woman, fr if ye do, she's that dangerous that if she lays hands on me, ye will be talkin' to a widde yerself."

Then the tillyphone rings, an' "No, Mum," says Stretch, "Mister O'Laden was here, but he is gone to meet his wife." "Stretch," says Oi, "who was that?" "A lady as says she met ye on th' train, Bill. She said she had an' engagement to meet ye." "Mister Stretch," Oi says, "Ye talk too much to widde ladies yerself. 'Tis Oi as thought yer business was forwardin' household goods, automobiles, pianos, etc. in carload lots, at low rates in jig time, an' if such do be th' case, 'tis Oi, Bill O'Laden, as will ask ye to attend to yer job, or Oi will feel it me duty to rayport to th' President that yer talkin' to ladies interferred with me business while here."

*Next Month Bill Speaks On—But watch this page and see.*

TRANS-CONTINENTAL FREIGHT COMPANY

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## Steady increase in sales demands enlarged facilities

### THE AUTOCAR MOTOR TRUCK

**1½-2 tons**

***Chassis Price***

**\$2300 97-inch wheelbase**

**\$2400 120-inch wheelbase**

More business houses bought Autocar motor trucks in the first six months of 1919 than in any previous six months in the history of The Autocar Company. These orders came from concerns in three hundred and sixty-three different lines of business.

Orders booked in July were double those of any other month.

The capitalization of The Autocar Company has been increased—manufacturing and service facilities are being enlarged—to keep up with the continuous demand for Autocars.

The fixed policy of The Autocar Company is to render complete after-sale service through direct factory branches that it owns and operates.

It is all important for the truck buyer to investigate the service facilities put at his disposal by the maker of the trucks he is considering.

**THE AUTOCAR COMPANY, Ardmore, Pa.** Established 1897

**The Autocar Sales and Service Company**

New York	Boston	Philadelphia	Chicago	Pittsburgh	San Francisco
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Bronx	Providence	Wilmington	Baltimore	Stockton	Sacramento
Newark	Worcester	Atlantic City	Washington	Oakland	Fresno
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*Represented by these Factory Branches, with Dealers in other cities*

# Autocar

# TRANSFER & STORAGE

PUBLISHED ON THE FIRST OF EACH MONTH BY THE  
U. P. C. Building, 239 West 39th Street, New York City

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Cable Address..... Autoland, New York  
Long Distance Telephone..... 8760 Bryant, New York  
Member of the Associated Business Papers, Inc.

Subscription Rates

United States and Canada.....	\$2.00 per year
Extra postage west of the Mississippi River on account of Zone Postage Law.....	.50 per year
Foreign Countries .....	3.00 per year
Single Copies .....	.20 each

Advertisements

Changes in copy for advertisements in the next issue to be in the office of publication not later than 10 days before date of publication.

## CONTENTS OF THIS ISSUE

### LEADING ARTICLES

#### Warehouse Executives to Co-operate With Industrial Traffic Managers

What is the Cost Account System for Warehouses?  
Who Shall Pay For Stock Report Service? Is the Proposed Federal Cold Storage Act Objectionable?  
Shall Industrial Traffic Managers Organize Nationally? Shall the Furniture Men Secede From the American Warehousemen's Association? Live Topics of the December Convention at Cincinnati..... 10

#### Labor-Saving Machinery in Warehouses

How the Mechanical Devices Used by the Government During the War Can Be Adapted to Commercial Warehousing. By George F. Shepard..... 12

#### Railroad Administration Will Not Adopt Consolidated Classification

Interstate Commerce Commission Will Order it Effective After Carriers are Returned to Owners..... 15

#### Distribution by Airplane

The Flying Machine as a Means of Transporting Merchandise .....

18

#### Stocks at Warehouses Reduced by Labor Unsettlement

Monthly Review of the Storage Industry—Reports From 35 Cities in 25 States..... 27

#### The Trailer in the Distribution Field

The Value of This Type of Vehicle for Merchandise Transportation .....

29

#### Cotton Warehouses for the Southern States

Story of the New Orleans Cotton Conference In Its Relation to the Storage Industry .....

40

#### MISCELLANEOUS

What Do the Motor Truck Owners Think?..... 17  
Does the Moving Man Profiteer?..... 17  
Growth of the American Warehousemen's Ass'n..... 43  
The Voice With the Smile Wins..... 43

#### NEWS

Warehouse Chain Organized by Banks.....	36
Federal Bill to Investigate Railroad Warehouses.....	36
New Jersey Warehousemen Standardize Receipt.....	37
New Rates Granted to Pacific Warehouses.....	37
Cold Storage Act to Regulate Interstate Shipments.....	38
Warehouse Project for San Francisco.....	38
\$10,000,000 Raised for Cotton Warehouses.....	39
Distribution Powers of Chicago Packers.....	39

#### DEPARTMENTS

The Editor's Pages	
The Cincinnati Convention .....	30
Our New Name .....	31
From the Legal Viewpoint .....	45
Warehousing News .....	47
The Shipper's Index .....	53

Advertisers' Index Next to Last Page

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"Judson Service" is dependable because back of it is a well balanced and experienced organization.

Every Detail in connection with the handling of our shipments is worked out in a painstaking manner, for only in that way can a uniformly satisfactory service be maintained. We insist that the shipper and warehouseman shall be satisfied.

If there is anything you wish to know about our method of doing business, please communicate with us. We encourage correspondence and earnestly request warehousemen to communicate freely with us, as it is our aim to be of as much assistance as possible in securing business which will result to the mutual benefit of all concerned.

Please do not overlook the undisputed fact that our reduced rates and through car service makes business for the warehouseman because it induces the household goods owner to ship rather than sell his goods.

Have you a supply of our shipping tags, shipping order blanks, etc. If not, please let us send you some. They are free for the asking and we are anxious that you should have them.

**JUDSON SERVICE**  
**SAVES MONEY**  
**WEAR AND TEAR**

**Judson Freight Forwarding Co.**



## Protect Your Merchandise with Ustus Covers

Shrewd Business Men now realize the appalling yearly loss due to not protecting products from dust and storms.

Ustus standardized, guaranteed protective canvas covers are now helping to prevent this tremendous loss.

We have a complete stock of Ustus covers on hand at all times and can fill orders promptly. Also we can letter your name on the covers when so ordered.

# USTUS PRODUCTS

are quality products—they are built right—that's why we can guarantee them. Write us today for a special introductory offer on Ustus covers for your particular needs. Be sure to give the size and weight of cover you want.

Ustus product also include guaranteed covers for protecting building materials and merchan-

dise on loading platforms. In fact you can get a Ustus cover for every purpose. We also make Ustus feed bags and the famous Ustus Limousette for Fords. Send a card today for complete facts and prices. New York and Chicago Business men are invited to 'phone or write out local offices in their cities.

### Dafoe-Eustice Co., Inc., Manufacturers

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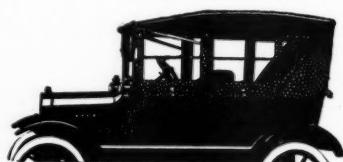
Grain or Cement Sacks



Feed Bags



Motor Trucks



The Dafoe-Eustice Company, Inc., is also the manufacturers of the Ustus Limousette for Fords. Price \$46 for Touring Car, \$30 for Roadster—f. o. b. Detroit.



## Put Your Driver Behind the Wheel And Let *Him* Tell You

No other truck has "The Driver Under the Hood," Clydesdale's automatic controller. Frankly, a description of this exclusive feature is beyond us.

We've tried to write it. Clydesdale dealers have tried to talk it.

But, when the claim is made that this simple instrument holds the truck to a pre-determined speed, up hill or down, on paved streets, thru sand and mud; that it is prevention against gear stripping; and that it effects a really great saving in fuel and tires, our claims sound presumptuous and are greeted with skepticism.

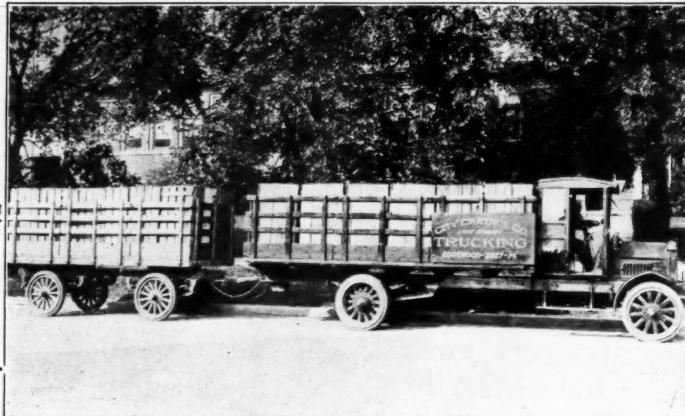
We want you to know what this remarkable "Driver Under the Hood" will do. Get into the cab of one of our trucks and find out for yourself. Put your driver behind the wheel and let him tell you.

Proof that Clydesdale service fits the transfer and storage business is found in the fact that such concerns as Radlein's Motor Express, Chicago; The Riverside Storage and Cartage Company, Detroit; The Union Express and Freight Company, New York, and many others have picked our trucks in vigorous competitive tests.

*One to Five Tons Net Load*

THE CLYDESDALE MOTOR TRUCK COMPANY, CLYDE, OHIO

# CLYDESDALE



*3½-ton Federal truck with trailer, operated by the City Cartage Co., Detroit, Mich.*

## Two Daily Round Trips Between Detroit and Pontiac

Inter-city hauling by motor caravan is becoming more and more prevalent as business speeds up and railroad freight shipments become less dependable.

The City Cartage Co., of Detroit, uses a 3½-ton Federal truck with trailer for making two round trips per day between Detroit and Pontiac, Mich.

Heavy automobile castings from the bulk of the loads carried—the truck being devoted almost entirely to the needs of a Detroit motor parts manufacturer.

"To hold our customers," says Mr. Ralph Kocsis, of the City Cartage Co., "we must give unfailing service on deliveries every day in the year. Federal motor trucks enable us to give that type of service."

*"Traffic News"—a monthly magazine of haulage—sent free on request.*

# FEDERAL

*One to Five Ton Capacities*

***"Return Loads Will Cut Your Haulage Costs"***

# DISTRIBUTION & WAREHOUSING

ENTERED AS SECOND CLASS MATTER, JANUARY 29, 1916, AT THE POST

TRANSFER & STORAGE

OFFICE AT NEW YORK, NEW YORK,  
UNDER THE ACT OF MARCH 3, 1879.

PUBLISHED MONTHLY

Volume XVIII

CHICAGO AND NEW YORK, NOVEMBER, 1919

No. 11

## STOP!



"Let me remove the chips; then shake hands!"

# AGREEING

**The Traffic Manager to the Warehouseman:**  
"You're a money-grasping profiteer!"

**The Warehouseman to the Traffic Manager:**

"Say, you distributors have been getting away with financial murder for years! Your pocketbooks are tighter than a Sunday-school deacon with a bevy of chorus girls when his wife is along."

**The Traffic Manager to the Warehouseman:**

"If we didn't keep our hands on our pocketbooks when you warehouse birds were around we'd be poorer than a street railway stockholder."

**The Warehouseman to the Traffic Manager:**

"The trouble with you traffic managers is that you want something for nothing."

**The Traffic Manager to the Warehouseman:**

"And we've been getting nothing for something."

**The Warehouseman to the Traffic Manager:**

"No; you've been getting more than you've paid for. The warehouse industry today is no longer made up of graduate truck drivers. We're big, keen business men, but you traffic managers aren't willing to admit that and to pay us what we're entitled."

**The Traffic Manager to the Warehouseman:**

"Freight rates have gone up. Labor has gone up. So has—"

**The Warehouseman to the Traffic Manager:**

"My labor costs have gone up, too. Not only the manual labor in my warehouse, but I've got to pay more to my clerks."

**The Traffic Manager to the Warehouseman:**

"Your clerks! What have I got to do with your clerks?"

**The Warehouseman to the Traffic Manager:**

"More than you realize. I handle for you more than one thousand different commodities. You want weekly stock reports. Do you think I can sit down and do all that work myself? I'll say I can't. I have to have eight clerks—and pay them living wages."

**The Traffic Manager to the Warehouseman:**

"If you'd use the blanks I furnish you, you'd need less clerical help. But you insist on using your own kind of blanks."

**The Warehouseman to the Traffic Manager:**

"Don't forget that I store for seventy traffic managers—and no two furnish blanks which are alike. If I used seventy different blanks I'd need three times as many clerks as I have now."

**The Traffic Manager to the Warehouseman:**

**The Warehouseman to the Traffic Manager:**

"The trouble with you is—"

**Miss Common Sense:**

"Why don't you chaps cut out quarreling and get together and settle all these problems? You'll never get anywhere scrapping over them."

**The Traffic Manager to the Warehouseman:**

**The Warehouseman to the Traffic Manager:**

"That's a good idea."

# TO AGREE

It IS a good idea. It is an idea which both the warehouseman and the traffic manager, visualizing the benefits of co-operation, are mulling over at this time. It is an idea that is going to bring the two together at Cincinnati in December.

There are no actual quarrels to be patched up. It's a case of misunderstandings—and both sides are anxious to have these misunderstandings cleared way, as shown by the following excerpts from letters received recently by DISTRIBUTION & WAREHOUSING:

"Your efforts to thrash out these two sides of the storage case are very commendable, and we trust your efforts will result in the success which their merits deserve."—Traffic manager of one of the country's biggest manufacturers of biscuits.

"We stand ready to co-operate with the warehouseman—to help in any way to bring about that spirit by which we both will be benefited."—Traffic manager of a foremost soap manufacturing company.

"Co-operation is the spirit of the times, and if distributors and warehousemen would co-operate and allow fairness to rule, everything would work forward to a more prosperous era for all parties concerned."—A New York State warehouseman.

"I am a little inclined to think that both the warehouseman and the distributor has a chip on his shoulder, and co-operation will go a long ways toward knocking that chip off without coming to blows."—A New York State warehouseman.

"What is needed more than anything else is a close relationship between the warehouseman and the distributor."—An Ohio warehouseman.

"The only way that these matters can be adjusted and settled, in my opinion, and to have uniformity throughout the country, would be for the traffic men to arrange with the American Warehousemen's Association so that they could attend the convention in December with the idea of threshing out the different questions which come up."—A Massachusetts warehouseman.

"It seems to us that the whole problem is: 'How best can the distributor and the warehouseman get together on a simple and economic method of distribution?'"—Pennsylvania warehouseman.

"A little additional daylight let into this situation should unquestionably be of benefit to all concerned. This is a prolific field, and one which might be cultivated with very great advantage."—A Massachusetts warehouseman.

"Difficulties, disputes, differences of opinion, have been in the air for so long that it is hoped that the atmosphere will soon clear."—A New York City warehouseman.

"We are interested to know whether traffic managers, or those in charge of warehouse departments of the various manufacturing companies, would be permitted to attend the American Warehousemen's convention in Cincinnati in December?"—Traffic manager for a Central West wire manufacturer.

"I am going to try to attend the convention in Cincinnati. Many and many a good, substantial reason can be given in favor of a national association of traffic executives who deal with warehousemen. Reasons come tumbling along when I think it over."—Traffic manager for one of the largest national seed producers.

## TRAFFIC MANAGERS GENERALLY

*Are Invited Formally to Attend the  
Cincinnati Convention  
of the American Warehousemen's Association*

**WHY?**

(See page 10)

# Warehouse Executives *to Co-operate with* Industrial Traffic Managers

These Are the Major Problems Which Will Be  
Discussed at the Cincinnati Convention of  
the American Warehousemen's Association

---

***What Is the Cost Account System for Warehouses?***

Is the man who stores commodities for the national distributor a profiteer because he is trying to standardize his handling rates so as to obtain for his business the "fair compensation" which he declares is necessary to avert danger of bankruptcy?

***Who Shall Pay for Stock Report Service?***

The warehousemen, who furnish it, cannot agree among themselves as to whether they or the manufacturers should stand the expense. The industrial traffic managers are equally in the dark.

***Is the Proposed Federal Cold Storage Act Objectionable?***

Warehousemen who handle perishable commodities declare the Hutchinson bill will harm their business and virtually destroy the nation's poultry industry.

***Shall Industrial Traffic Managers Organize Nationally?***

Manufacturers who distribute through warehouses will be represented at Cincinnati convention. The warehousemen are hopeful that a co-operative association is going to be formed.

***Shall the Furniture Men Secede From the A. W. A.?***

Household goods warehousemen are planning a national association of their own. They declare that the merchandise warehousemen control the activities of the present national body.

---

**F**OR the first time in the industrial history of America the manufacturer who distributes products through warehouses is to enter into co-operative business association with the industry which handles those products in dry and cold storage.

An organized endeavor is being made by warehouse owners to have industrial traffic managers attend the sessions of the convention of the American Warehousemen's Association, at Cincinnati from December 10 to 12 inclusive.

The purpose behind this movement, which appar-

Turn to page 20 and read what six traffic managers think of the plan to co-operate with the warehousemen at Cincinnati. Others have the same opinion. What is your thought?

ently is to be a successful one, is to enable the warehousemen and the industrial traffic managers to discuss their mutual problems.

Both sides recognize existence of these problems and are of one mind as to the necessity for working out common solutions for the benefit of their business prosperity. Each concedes that the problems are the products merely of misunderstandings which neither side has ever made any effort to settle by conciliation except in individual cases. It is purposed now to shelve these misunderstandings for all time. Co-operation will accomplish this, and Cincinnati has been selected as the place where this co-operation will be put under way on an intelligent and orderly basis. To quote George S. Lovejoy, president of the American

## Warehousemen's Association:

"The only way that these matters can be adjusted and settled, in my opinion, and have uniformity throughout the country, would be for the traffic men to arrange with the American Warehousemen's Association so that they could attend the convention to be held in December with the idea of thrashing out the different questions which come up."

Accordingly Mr. Lovejoy has issued a formal invitation to the country's industrial traffic managers to be present at the Cincinnati convention. The convention program is being arranged so that one or more afternoon and evening sessions will be given over exclusively to discussions of the common problems which confront the manufacturers and the warehousemen. At all of the sessions the traffic executives will be allowed to participate in the discussion.

The attitude of the warehousemen will be that they have nothing to conceal. Their cards will be thrown upon the table—with the faces up. There will be heart-to-heart talks. There will be a general clearing of the atmosphere. That this is to be the situation is emphasized by Mr. Lovejoy, who says:

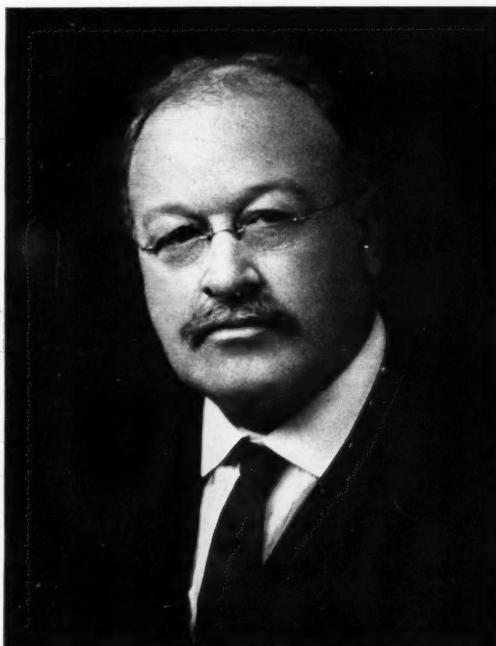
"While we will be unable to accomplish everything at the convention at this time, we know that it will lead to good results, and a great many things can be rectified. There is no doubt but that we can standardize a great many rules and bring the traffic men in line when they find that there is a get-together spirit between warehousemen and traffic men.

"You may say to the traffic men who are going to attend that we will try to give them something to think about, and we will depend a great deal on their co-operation and the problems that they may offer. I know that the warehousemen are ready to meet them, and there are a great many things which we would like to have solved, and the meeting of each other face to face will, no doubt, accomplish more than a whole

**GEORGE S. LOVEJOY**

*President of the American Warehousemen's Association*

Through his clear vision and aggressive initiative the industry which he leads is striving to obtain the organized cooperation of the country's industrial traffic managers.



*Here is Mr. Lovejoy's message to traffic managers asking them to be present at Cincinnati during the warehousemen's convention:*

"As President of the American Warehousemen's Association, I wish to extend an invitation through your paper, DISTRIBUTION & WAREHOUSING, to the traffic managers to attend our convention at the Hotel Gibson, Cincinnati, on December 10th, 11th and 12th, and bring up any matters pertaining to distribution or storage of their products."

tions at the Hotel Gibson, where the delegates will assemble, or at other Cincinnati hostleries, through F. W. Berry, superintendent of the Baltimore and Ohio Storage Warehouses, at West 2nd and Smith streets, Cincinnati.

**WAREHOUSE COST SYSTEM WILL BE THE KEYNOTE OF THE CONVENTION**

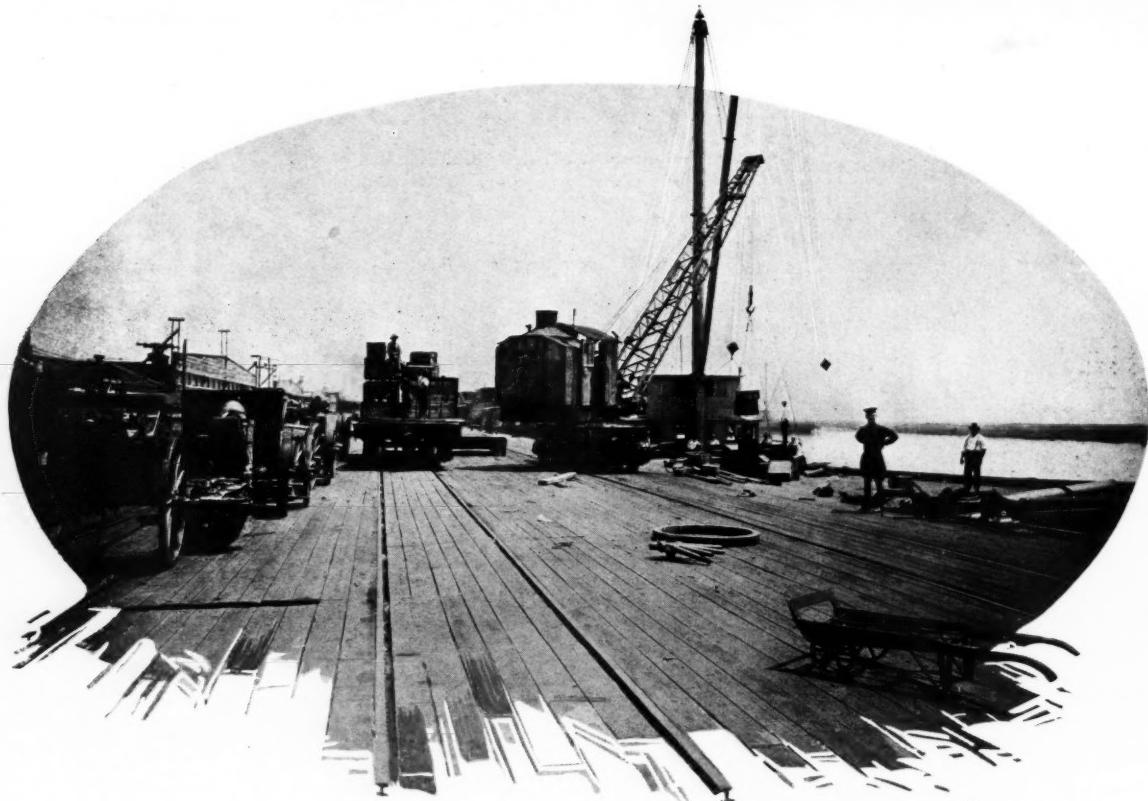
THE cost account system, which is of vital interest to traffic managers because their expense of distribution is affected, is a product of years of investigation by leaders in the warehouse industry.

(Continued on page 21)

year's letter writing. I wish that you would impress this fact on them and we will endeavor to bring out both sides of the questions to mutual advantage."

To the industrial traffic managers of the country Mr. Lovejoy issues an appeal to submit a synopsis of subjects which they think should be discussed at the convention. Similarly the members of the American Warehousemen's Association have been asked to send in suggestions. These recommendations, from both traffic managers and warehousemen, should be placed before Charles L. Criss, general secretary of the Association, at 307 Bessemer Building, Pittsburgh, Pa.

The program of the convention is being arranged in a way intended to attract the presence of the industrial traffic managers who distribute through warehouses. This program, as yet not completed, will be published in the December issue of Distribution & Warehousing. Meanwhile reception plans are maturing at Cincinnati. Warehousemen there who are members of the Cincinnati Chamber of Commerce have been assured of that organization's co-operation in extending hospitality to the visiting traffic managers. Traffic executives who are planning to attend the convention may make reservations at the Hotel Gibson, where the delegates will



*Showing how the Government used the locomotive crane at Port Newark to save labor in unloading big guns and cases of ordnance material returned from overseas*

## LABOR-SAVING MACHINERY *In Warehouses*

By George F. Shephard

THE greatest element today in the field of competition is material handling machinery. Regardless of the industry, where there is great operation there is an extensive installation of material handling machinery; and where there is great operation there is big business. In these days of labor shortage and the reduced production of labor something must take up the slack. On all sides we hear the cry: "Shorter hours and more pay."

How are we going to handle the situation without placing a prohibitive price on our product or service? We in the storage and warehousing industry have given little or no consideration to it. True, we are not manufacturers; but we have a product to sell which is a necessity, and today the public demands, of us, that which it has been educated by other great industries and manufacturers to expect.

"SERVICE" . . . that's our game, and there is no business which is more essential than warehousing and yet so undeveloped. Great furniture, cold storage and general merchandise organizations have been created, but the adaption of these to industrial warehousing and port terminal operations is wherein we lack development.

When Uncle Sam started to build his great warehousing and port terminal plants he planned by far the greatest project of its kind ever conceived. He had the same problems to face then, and is facing today, that are ours. He had ten million men at his call ready and willing to serve, so the element of labor was largely eliminated. The great captains of industry who, under the jurisdiction of the War Department, planned these operations, however, never for once lost sight of the fact that expeditious movement of troops meant

[EDITORIAL NOTE: The author of this article is an Army officer who was assigned to the port of New York as assistant to the port storage officer there during the war. Warehousing was his business before he put on khaki. His is an authoritative statement showing how mechanical devices used by the Government can be adapted to commercial warehousing.]

success in the war. You can't move troops unless you move food, clothing, arms and so on in advance of them.

In laying these plans every provision was made for employing machinery in the handling of the commodities of war. Let us take a lesson from Uncle Sam. These same devices can be adapted to our great commercial enterprises. The appended table will give a graphic idea of the freight handling machinery at the three large Army Bases in the Port of New York—machinery which played such an important part in shipping 2,318,931 tons of supplies out of this port for overseas during the fiscal year ended July 1, 1919. Today thousands of tons of material being returned are being handled by this machinery.

The largest port terminal and warehouse in the world is the Army Supply Base at Brooklyn, N. Y. Without exception it is the most completely equipped plant for the expeditious and economic handling of merchandise. These massive concrete structures, representing the last word in warehouse construction, are linked by large overhead bridges with three of the finest double-deck piers in the world. The general layout of the plant provides for the rapid movement of merchandise both in the horizontal and vertical operation.

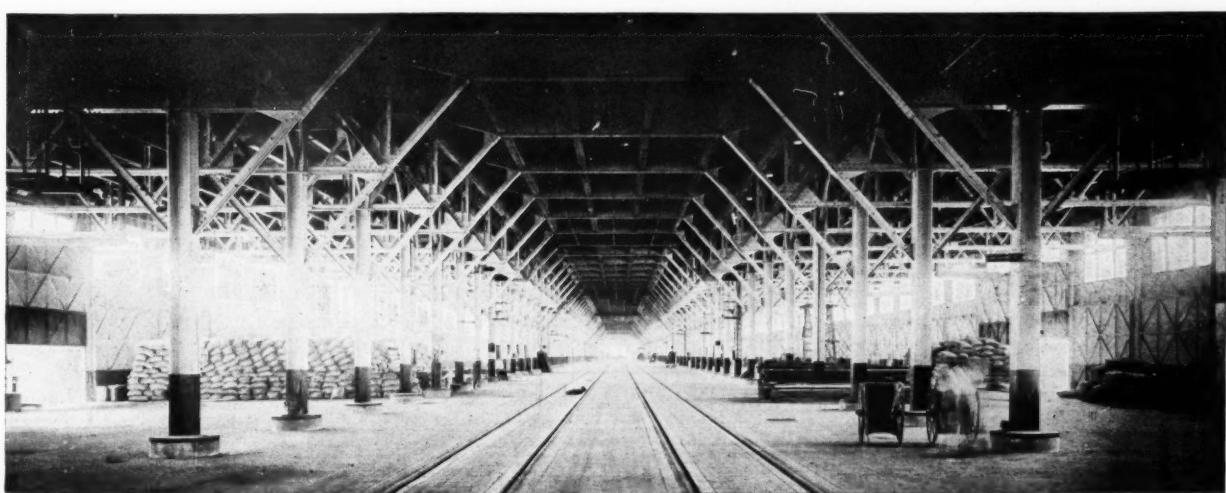
#### Operatorless Elevators

The most ingenious and original installation of elevators ever devised handles the vertical movement of merchandise in a manner weird and fascinating to the average warehouseman. Six passenger and 90 freight elevators are provided in the various buildings and piers. The freight elevators are all of 10,000 lb. capacity, arranged in banks of seven or ten. Indifferent elevator service affects plant operations. Facilitate supervision of your elevators and minimize the waiting time. Each bank of elevators is handled by a central dispatcher, who sits at a switchboard similar to a telephone switchboard. His job is to synchronize the vertical movement of freight; and by means of his switchboard and telephone he is doing the work of ten men without loss of time or efficiency. The cars are double-

#### Here You May Visualize the Magnitude of the Government's Wartime Army Base Operations

ITEMS.	ARMY SUPPLY BASE			Totals
	Brooklyn	Port Newark	Kearny	
AREA OF RESERVATION, ACRES.....	57	133	81	271
WAREHOUSES:				
Number.....	2	9	4	15
Total Net Capacity, Sq. Ft.....	3,000,000	1,260,000	181,252	4,441,252
OPEN STORAGE:				
Total Net Capacity, Acres.....	7	14	34	55
Total Net Capacity, Sq. Ft.....	300,000	600,000	1,500,000	2,400,000
SHEDS:				
Number.....	2	1	3	
Total Net Capacity, Sq. Ft.....	281,000	88,000	369,000	
PIERS:				
Closed, Double Deck, 1300'x150'.....	3	.....	.....	3
Open, 1300'x60'.....	1	.....	.....	1
Depth, Alongside, M. L. W. Ft.....	35	.....	.....	35
BULKHEADS:				
Total Lineal Ft.....	840	3,600	1,645	.....
Depth, Alongside, M. L. W. Ft.....	35	20	13	.....
RAILROAD TRACKS:				
Total Length, Miles.....	20	14	15	49
Storage Capacity, Cars.....	1,300	700	700	2,700
GANTRY CRANES:				
In Warehouse.....	2	.....	.....	2
On Piers (Capacity, 10 Tons).....	3	.....	.....	3
STIFF LEG DERRICKS ON WATERFRONT:				
65 Tons Capacity.....	.....	.....	1	1
25 Tons Capacity.....	.....	.....	2	2
15 Tons Capacity.....	.....	.....	2	2
RAIL TRANSPORTATION:				
Locomotives.....	2	9	9	11
Locomotive Cranes.....	3	10	19	32
Derrick Cars.....	.....	1	1	2
Gondola Cars.....	.....	.....	33	33
Flat Cars.....	.....	25	87	112
Dump Cars.....	4	13	13	17
WAREHOUSE EQUIPMENT:				
Tractors.....	87	63	14	164
Trailers.....	1,100	720	20	1,840
Piling Machines, Port- able.....	11	9	.....	20
Tiering Machines, Port- able.....	7	1	.....	8
Conveyors, Portable.....	.....	22	.....	22
FLOATING EQUIPMENT:				
Tugs.....	.....	1	1	2
Derrick Boats, 20 Tons.....	1	.....	.....	1
Derrick Boats, 8 Tons.....	.....	.....	1	1
TONNAGE HANDLED —Fiscal Year, July 1, 1919, to 1919:				
Received into Storage *125,877	275,260	713,381	.....	
Shipped out of Storage *17,336	144,090	634,298	.....	

\* The Army Base, Brooklyn, was not occupied until Feb. 28, 1919, and tonnage represents operations from that time up to June 1, 1919.



The Government considers this an ideal warehouse shed for piers—Lower deck, Pier 4, Army Supply Base, Brooklyn—Double track runs entire length of pier, 1,300 ft.—Here may be loaded 1,500 tons per hour



*Warehouse at Brooklyn Army Base designed for operation in all kinds of weather—cantilever glass sky-light—101 ft. from rail to overhead crane*

ended, with automatic doors which act as safety locks to prevent premature starting.

This new automatic elevator, which was described at length in the October issue of Distribution & Warehousing, is known as the "Micro Leveling Elevator." When the position of the car changes during the loading or unloading, the car is automatically restored to the landing level. There is less wear and tear of mechanical and electrical parts than with an elevator of the ordinary type, and the amount of power used is reduced to a minimum. Needless to say this was a very costly installation; but for a plant of this size with the regular flow of material such as there is here, it was economical.

There are many commercial warehouses which would find such an installation well worth considering even in a small group of three cars. Estimate the tonnage to be handled and the floor area to be served. Give the elevator engineer an opportunity to work out with you your problems, for comparatively few executives consider the extent to which elevator operation, the neck of the bottle, controls the efficiency of their plant and the flow of merchandise.

Another unique feature of the Brooklyn base is the glass-covered interior court in Building "B." Two lines of track run the entire length of the court, with connection with the yard tracks at either end. In the center and on either side are wide shipping platforms.

Overhead are three 5-ton electric traveling cranes. Cantilever reinforced concrete bins, or receiving platforms, project into the court from each floor. These platforms are staggered in order to permit the free landing of freight on all floors. Cars may be loaded or unloaded with one handling, protected from the weather, from any floor or section in the warehouse without trucking on an elevator.

To a warehouseman this court represents so many square feet of storage space which might be utilized and earning money. That is true in a smaller plant, but where there is a large volume of material to be handled — particularly perishable commodities — a court of this character is economic.

#### Trackless Trains

The trackless train is used extensively at all Army bases and accomplished much throughout the world in winning the war. The Brooklyn base is laid out in a one-way traffic system, permitting easy access to aisles and elevators. Everything is moved on four wheels. The average capacity of a trailer is 1,500 lbs. The average train of four or five trailers and a tractor, or from 6,000 to 7,500 lbs. of merchandise, is moved great distances at a speed of about six miles an hour by one man.

In an average working day a train will handle 70 tons. How long would it take to move this same material by the old system on a two-wheeled hand truck, considering that the average weight carried on a hand truck is less than 600 lbs.

Visualize the saving in labor. These trailers are driven on to an elevator, the floor man uncouples the tractor, another train of four trailers pulls alongside, the tractor is uncoupled and the elevator is loaded. Each tractor picks up from eight to ten empty trailers and goes back to reload. Goods are kept on the original trailers from loading point to destination. The tractors are charged every day at a cost well under that paid per hour to the average stevedore today.

These trackless trains operate on the well paved street level, as well as in the warehouses and on the piers. It is not uncommon to see a watering cart and sometimes a freight car being moved by one of the more high-powered tractors. A great many of the commodities stored at the base are stored on platforms of a special type for use in conjunction with lift trucks. The loads are lifted bodily; neither time nor labor is wasted.

#### Tiering Machinery in Relation to Warehouses

At Port Newark and Kearny we find a type of warehouse far different from that at the Army base in Brooklyn. At the New Jersey towns the land values are not as great; therefore an opportunity is afforded to spread over a large area a number of single-story warehouses. These have a distinct advantage in eliminating the question of floor capacity, costly elevator installation, non-productive hatches and stairways.

The Port Newark and Kearny warehouses average 1,100 feet in length by 150 feet in width and each is about 18 feet high. Each building has a wide freight platform level, with a reinforced concrete floor and freight car floor which permits the free movement of

(Continued on Page 32)

# Railroad Administration Will Not Adopt Consolidated Classification

*Interstate Commerce Commission Will Order It Effective After the Carriers Are Returned to Owners*

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Information obtained from a member of one of the Classification Committees indicated that the situation early in November with regard to the Proposed Consolidated Freight Classification was:

1. That the Classification would not be made effective while the rail carriers were within the jurisdiction of the United States Railroad Administration.
  2. That the Interstate Commerce Commission would file the Classification with the individual carriers about February 1, and the carriers would then be expected to adopt it.
  3. That if any carrier considered the Classification objectionable and declined to adopt it, the Interstate Commerce Commission would formally order that carrier to accept it.
  4. That the Interstate Commerce Commission considered the Classification case closed in so far as it concerned the holding of further hearings to consider shippers' protests.
  5. That after the Classification became effective, protests by shippers individually would be received by the Interstate Commerce Commission, which would examine these and perhaps order changes affecting certain commodities.
  6. That in the Classification as finally adopted, such advances in ratings as were not brought about by changes in descriptions would be eliminated, the Interstate Commerce Commission holding them not to be justified.
  7. That in the Classification as finally adopted, some of the reductions in ratings would be eliminated and that this turn in the situation would lead to emphatic protests by shippers who had hoped to be benefited by such reductions.
- 

THE probability that the United States Railroad Administration would turn back the rail carriers to the several private ownership on January 1 has peculiar relationship with the proposed consolidated freight classification.

As late as October 25, Edward Chambers, director of traffic, speaking on behalf of the Railroad Administration, said no decision as to adoption by the Administration of the proposed classification had been reached. Assuming that the Railroad Administration would cease to exist on or before January 1, the proceedings would arbitrarily go back into the hands of the Interstate Commerce Commission.

Many traffic managers today are predicting that if the case once more goes to the Interstate Commerce Commission it will be years before any form of consolidated classification is adopted. These traffic executives argue that the shippers' protests against some of the proposed classifications on certain commodities are so voluminous that the Interstate Commerce Commission will hesitate to make the proposed consolidated classification effective

until many new hearings have been held and these protests formally considered.

On the other hand there are many traffic managers who say that the classification as a whole is satisfactory; and that, if the Director General of Railroads does not order it made effective before the roads are returned, the Interstate Commerce Commission will do so, and that under this arrangement the Commission will be open to subsequent arguments by shippers that the classifications given some commodities are unfair, and modifications could be made later.

Of the two opinions, Distribution & Warehousing is informed on authority that the latter is the sound one.

## The Chicago Conference

Meanwhile the chairmen of the Official, Western and Southern Classification Committees have been in conference at Chicago, where a consolidated classification book was being printed in which were being incorporated, it was reported, certain changes and recommendations that have been advanced by the Railroad Administration

and approved by the Interstate Commerce Commission.

The fact that this volume was being printed was regarded by many traffic managers as equivalent to a decision having been reached, but not officially announced, that the proposed consolidated classification would be made effective by the Railroad Administration. This impression, however, was declared by a member of one of the classification committees to be erroneous.

It was expected that a proof of the document being prepared in Chicago would be placed in the hands of the Railroad Administration early in November at a conference attended by representatives of the Administration and by the chairmen of the three classification committees. It was anticipated also that before the close of the year the completed document, with many proposed advances and reductions eliminated, would be published by the Railroad Administration for the information of the shippers who will be affected when the consolidated classification is made operative later.

Reports have reached some traffic managers that a number of the changes decided upon at Chicago were made at the instance of various manufacturers who were not satisfied with the classifications given their particular commodities in the report filed with the Railroad Administration by the Interstate Commerce Commission some months ago. It has been stated on behalf of the three classification committees, however, this is not the situation, but that the shippers' would have their recourse after the proposed classification had been made operative early next year.

#### Has Politics Adjourned?

There are some traffic managers who are not averse to stating their conviction that business interests which would suffer through the adoption of the proposed classification will not hesitate, during the few weeks remaining before the new year, to "take their troubles to the politicians." Interpreting these opinions more bluntly, the substance of this forecast is that Senators and Representatives in the territories where the more objectionable features are considered harmful will interpose objections to the adoption of the proposed classification. Such objections, according to these traffic managers' line of talk, would not be made openly on the floor of Congress, but would be of a political character sufficiently influential to avert adoption.

This trend of thought may be faulty. It is perhaps representative merely of hopes in the minds of these traffic executives that some influence will intervene so that the business interests who are not satisfied will be able in the new year to contrive some way of having the Commission reopen hearings before itself ordering the consolidated classification placed in operation.

A significant circumstance in connection with the printing of the classification in Chicago is that the Official and Southern Classification Committees each has exhausted its supply of classification books and is unable to furnish further copies in response to public demand. Moreover, as late as September 5 the Official Classification Committee, in returning a check sent for the purchase of a copy of its book, inclosed in its letter a printed circular which contained this paragraph:

"In anticipation of the issuance of an approved Consolidated Classification, based upon the one now before

the Interstate Commerce Commission, which will supersede the present issues of the Official, Southern and Western Classifications, shippers' mailing lists are now being prepared."

This circular bore the date of the time it was issued by the Railroad Administration's division of traffic—April 7 last; but the striking point, in the opinion of traffic managers, is that use of the circular was made by the Official Classification Committee as late as September 5. The conclusion drawn by some traffic executives is that the Official Classification Committee had every expectation that the consolidated classification would be made effective soon.

#### Rule 10

One of the features of the consolidated classification which many shippers regard as being objectionable, and which is new in the western and southern territories, although it is old in principle, is Rule 10. This rule provides for mixed carloads of various commodities at the highest rate and the highest minimum of any article loaded in the car. Rule 10 was opposed strongly by southern and western jobbers in the hearings before the Interstate Commerce Commission. Discussing Rule 10, C. J. Fagg, president of the Freight Traffic Service Company, Inc., has reflected the views of many traffic executives in this statement:

"Of course there is a 'pro and con' to every question and it may be that the Commission, in recommending the extension of the principles of Rule 10 to the southern and western territories, has erred; but it is believed that the Commission's detailed investigation would place it in a position to offer an unbiased recommendation with respect to this rule."

It is significant that Clyde B. Aitchison, chairman of the Interstate Commerce Commission, based his entire dissension from the Commission's report to the Railroad Administration on Rule 10. Mr. Aitchison wrote:

"I am unable to concur in the recommendation for the establishment of rule 10 of the proposed classification as to mixtures, in western classification territory. It is significant that in this great section, far exceeding in the area that embraced in the other present classifications, shippers are practically unanimous in opposing this rule, which has never applied in their territory, as being unnecessary, destructive of long-continued trade conditions and customs, and as harmful to the future development of industry. It is likewise significant that support for the suggested extension of the principle set forth in the proposed rule 10 over western territory comes chiefly from shippers in other classification territories. The chairman of the Western Classification Committee, the only witness for the western lines, frankly stated at the hearings in the instant case, that he had opposed the restrictive carload mixture in western classification territory in the past, that he was 'on the fence' now; and that perhaps the carriers had gone too far in suggesting such broad and unrestricted mixtures. His action in this particular is consistent with his prior opposition to the establishment of a somewhat similar rule when western classification No. 51 was before the Commission.

"We thus have the shippers actively opposed to the rule, and the chairman of the Western Classification Committee, if not actively certainly passively opposed thereto. That the change recommended will have far-reaching commercial results, the limits of which can only imperfectly be seen, and which will probably result in positive harm, is obvious to me. With such serious consequences seemingly inevitable, I can not join in recommending experimentation by adopting the proposed rule. Uniformity is desirable. It is, however, a means to an end,

(Continued on Page 26)

## Does the Moving Man Profiteer?

**I**N connection with New York City's annual moving day, which is October 1, Charles S. Morris, president of the Van Owners' Association of Greater New York, announced that his association was fighting for "a more equal distribution of leases." In a statement issued to the newspaper press Mr. Morris said:

"The real estate owners are opposed to any change in the present system. They profit by the intensification of demands for housing accommodations that mark the time about Oct. 1. In a conference with Robert L. Moran,\* president of the Board of Aldermen, I assured him that our association would support him in his fight on profiteering moving men. Furthermore, I told him that we would gladly comply with any ordinance fixing fair rate for moving service."

The rate for moving in New York this year was raised to \$10 an hour, a \$2 advance. Many unreliable movers profiteered to the extent of demanding \$15 an hour.

"The remedy for the situation has been tried and found successful in Chicago," Mr. Morris said. "There the public succeeded in inducing the brokers and real estate owners to create seven moving days—four in the spring and three in the fall. This relieved congestion, eliminated profiteering by unscrupulous moving men, and made things run more smoothly."

Mr. Morris offered some figures to show that an increase of \$10 an hour was not unfair.

"The peak load has to pay for the lean months under the present system when all the moving is centered about the first of October," he said. "This makes more necessary an increase in prices. That the raise is a fair one, this table, compiled by a special costs committee of the

association and submitted with other data to President Moran, will show:

One Van Per Year	
Insurance, full coverage.....	\$450.00
Repairs and overhauling.....	350.00
Depreciation, 15% on \$4,000.....	600.00
Garage, \$30-\$35 per month.....	360.00
Tires, 6 at \$70.....	420.00
Painting and varnishing.....	100.00
License—State and municipal.....	75.00
	<hr/>
	\$2,355.00
Per Day (300 Working Days)	
Set expense as above.....	\$ 7.85
Gasoline and oil.....	3.00
Chauffeur .....	5.33
Helpers .....	12.75
Compensation .....	.60
	<hr/>
	\$ 29.53

"This gives no consideration to office rent, clerk hire, telephone, postage, incidentals and taxes.

"It gives no consideration to our investment in rolling stock averaging \$4,000 per motor van nor charges for any of the enormous risks we run in handling valuables.

"Van work on an average of four days a week throughout the year; this would bring the set expense against each actual working day up to \$39.37 per day.

"Records prove that even on days when vans are working the average day's productive work is of but seven hours' duration; this brings the actual cost of productive work up to \$48.11 for the average day, as proven by books of reputable concerns.

## What Do the Motor Truck Owners Think?

**I**N a circular letter which the National Team & Motor Truck Owners' Association has sent to its members under date of September 22, the organization takes exception to an article which Distribution & Warehousing published in its September issue under the heading: "An Expensive Luxury—The Horse." An Expose of Propaganda Against the Motor Truck."

In its article, Distribution & Warehousing quoted to some extent from a power vehicle magazine that attacked figures which, circulated in a booklet issued by the Chicago Hay, Grain and Feed Association, was characterized by both Distribution & Warehousing and the power vehicle magazine as propaganda against the value of the motor truck to the distributor, the warehouseman and the transferman. Distribution & Warehousing said regarding the Chicago organization's booklet:

"Evidences of this propaganda become more sporadic as the years go on, but they still persist from time to time, and it is the opinion of Distribution & Warehousing that each time they crop up they should be attacked and cut down as industrial weeds. The scythe of intelligence should be applied without delay. This is not the day of weeds."

The letter circulated by the National Team & Motor Truck Owners' Association follows:

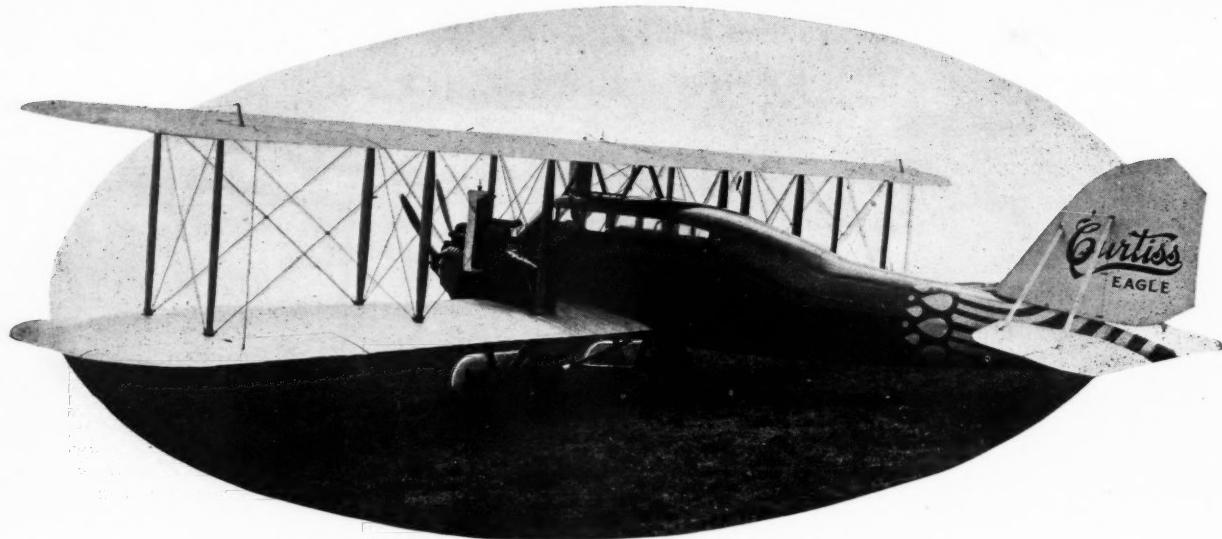
"We notice in the last issue of 'Transfer & Storage'

[now named Distribution & Warehousing] an outright challenge issued under the caption 'An Expensive Luxury—The Horse.' If you have not read this article, get the September issue and look on page 27. Have some of your members make a reply direct to the Transfer & Storage Editor, and mail a copy to this office. It is by matters of this nature being properly presented to our members that we may expect their discussion of same to secure intelligent enlightenment. It is an easy matter to say thus, and so, but we must resort to facts and figures, and the writer believes that we have members that can present the figures to show that the horse still plays a very important part in the game of transportation of merchandise. Let us hope to have an open and above-board discussion of this subject for the benefit of all concerned."

Up to the time our November issue went to press the editors had not received from any member of the National Team and Truck Owners' Association a "reply direct" in answer to the "outright challenge."

If any such "reply direct" is prepared and sent to Distribution & Warehousing, a question such as the following seems relevant:

"What is the attitude of the motor truck owners who are members of the National Team and Truck Owners' Association?"



*Airplane designed to transport one ton of freight. The Curtiss company says this machine will be placed in production in large numbers next spring*

## Distribution by Airplane

SINCE the termination of the war the problem confronting aircraft manufacturers in the United States has been that of stimulating an interest in and proving the possibilities of the airplane as an aid to commerce.

The wartime airplane and the peacetime airplane are two vastly different pieces of mechanism. In the design and building of airplanes for war uses the chief aim was to produce a plane capable of great speed. Every other factor was subservient to that. Speed—and speed means lightness—and maneuverability were the two prime requisites of the successful fighting plane. With the peacetime machine, safety is the aim toward which designers build.

During the year which has elapsed since the signing of the armistice, great strides have been made in commercial aviation. Many American companies have turned out passenger machines which have been proving themselves more or less adaptable to freight transportation.

If the airplane is to take its place in the field of merchandise distribution, safety and economy are the two points on which it must be sold, in the opinion of the manufacturers.

With this idea in mind the Curtiss Aeroplane and Motor Corporation, which during the war had seven large factories turning out hundreds of airplanes each

THE airplane is being used as a distributor of commodities between England and France, and it is conceivable that the day will come in the United States when merchandise will be transported through air channels on regular schedules, just as the motor truck now is being put to this service. Writing in "Commerce Reports," Henry F. Grady, United States Trade Commissioner at London, says:

"The question of placing commercial flying on a sound commercial basis is rapidly assuming large importance in the United Kingdom, and much public interest has been aroused here by the mass of information, conjecture and suggestions bearing on the subject which is appearing in magazines and the daily press.

"When, early in September, the Handley-Page London-Paris commercial air service was inaugurated, the first machine carried, besides seven passengers, 300 pounds of freight at a cost of 60 cents a pound. Airco machines, operating between London and Paris on a faster schedule, carried freight at \$1.60 a pound."

development of landing fields in America had not really begun; the Eagle, therefore, had to have a slow enough landing speed to enable it to get into and out of such fields as it might be called upon to use.

The Curtiss company announces that it has received so many inquiries from firms which are now giving careful consideration to the possibilities of aerial transportation that the Eagle will be placed in production next spring, both as a freight carrier and as a passenger machine.

The Eagle is said to be the first three-motored land machine to be produced in America. Three new Curtiss K-6, 150-horsepower motors furnish power enough to carry it through the air at the rate of 107 miles an hour.

month—most of them training planes for use in instructing United States airmen how to fly—decided to build a new-type machine—a machine which is known as the Curtiss Eagle and which, in the flights it has made during the past several months, has more than fulfilled the expectations of its designers.

In designing the Eagle, the Curtiss engineers aimed to produce an airplane with a high favor of safety, a machine that would be reliable, that would carry a ton or more, and a machine that could travel long distances at a rate of speed of approximately 100 miles an hour. At the same time it was borne in mind that the



*Delivering a "rush order" of merchandise—250 pounds of household goods were packed into the fuselage of this small plane*

This system of motor installation—three motors and only 450 horsepower—has taken care of two of the qualities necessary to make freight-carrying air a successful and profitable venture, the manufacturers claim. In the first place, they assert, it has cut down considerably the cost of operation of a large plane; moreover, it has enhanced the safety and reliability factors. The machine will fly well on any two motors. At three-quarters load or at the end of a journey, when the weight of gasoline has been reduced, the machine will remain in the air on only one motor. With almost a full load at 6,000 feet altitude, with two motors cut out, the Eagle will then glide ten miles to a safe landing. These features make the machine one of the safest ever constructed, the designers say, making possible long trips and giving triple assurance against motor trouble.

Figures are not yet obtainable as to the actual cost of operation; but, based on observations made with other planes, it is expected to be low, and if the factors of speed and the independence of schedules or road conditions are considered, the cost is expected to compare favorably with that of operating trucks, according to the manufacturers. Definite cost figures will be presented in Distribution & Warehousing in a subsequent article.

Each year has seen an increasing congestion in our transportation system. Present-day facilities are doing their best to relieve the tension, but without success. Our transportation system has already reached a high degree of efficiency, but still we have our transportation problem with us. The motor truck is now making an attempt to assist—but motor trucks are dependent on good roads, and our highways are badly congested. There is, however, above an immense amount of space which at the present time is going to waste. It is space that can well be utilized. All that is necessary is the construction of vehicles with which to traverse it.

Lord & Taylor, a New York mercantile house, were perhaps the first to try out the airplane as a carrier of merchandise. In February, 1919, this firm received a "rush" order for a consignment of merchandise from a customer residing in Mount Vernon, N. Y. The order was telephoned to the Long Island branch and the goods taken to the Curtiss field by truck. It was transferred to a Curtiss JN-4D airplane, piloted by Roland Rohlfs, holder of the world's altitude record,

and fifteen minutes after the plane left the ground a perfect landing had been made at a field at Mount Vernon. The consignment consisted of a load of nearly 250 pounds and included a bungalow bed, a floor lamp, a fireless cooker, three pillows, curtains, draperies, two dozen napkins, two tablecloths, a dozen Turkish towels, one tabouret, one carpet-sweeper, one percolator and one 9x12 rug.

This shipment, carried on what was said to have been the pioneer air freight voyage, was packed into the fuselage of a small plane and showed the possibility of such deliveries.

Since then others almost as important have been made, illustrating the practicability of aerial freight transportation. Another concern—

Bamberger and Company, Newark, N. J.—has used a plane in delivery of merchandise. Newspapers have been transported by air to cities hundreds of miles distant. Only recently during labor troubles at Oklahoma City, Okla., papers there were forced to suspend publication. Taking advantage of the situation and also of the ability of the airplane to cover miles in minutes, the Tulsa Democrat printed an "Oklahoma City edition," arranged with the Curtiss-Southwest Airplane Company for the use of airplanes, and one hour after the papers came off the press in Tulsa they were being delivered to readers in Oklahoma City—125 miles distant. Merchants in Oklahoma City, attracted by the innovation—rushed their advertising copy by wire.

One of the first demonstrations of the usefulness of airplanes in this work was made several months ago in the Central West. Copies of the Milwaukee Journal were distributed over the State of Wisconsin by airplane. The Journal put out a special airplane edition, containing views of the principal cities and manufacturing plants in the State, and distribution was made in Curtiss machines of the JN-4D type.

Alfred Decker and Cohn, makers of a popular brand of clothes, are credited with the distinction of being the first company in the world to inaugurate a regular airplane express. On June 3 two planes left Chicago to deliver shipments to dealers within a radius of 500 miles of Chicago. A flying field, covering forty acres, has been established at Maywood, Ill., and steel hangars erected. Trips are now being made to Madison, Wis.; Galesburg

(Continued on page 48)



*First regularly-established airline for private distribution of general merchandise—Curtiss JN-4D's equipped for commercial voyages within radius of 500 miles from Chicago*

November, 1919

## These Six Traffic Managers Recognize the Value of Cooperation



Mr. Kent B. Stiles,  
Associate Editor,  
Transfer & Storage,  
239 W. 39th Street,  
New York City, N. Y.

Dear Sir:-

The information contained in yours of the 8th  
as to the meeting of the American Warehouse Association  
at Cincinnati, December 10 to 12 inclusive, is certainly  
food for thought.

The writer is going to make his plans to attend  
this meeting and will be there unless something unforeseen  
happens as the question to be discussed seems to be of  
concern to the manufacturer almost as much as to the warehouse.  
Think the suggestion from one of the traffic managers  
that we should have a national association to co-operate  
with the warehouse Association, is a good one, in fact,  
any move that will promote a better understanding between  
the manufacturer and his patrons will be a great help.

Thanking you for bringing this to our attention,

we are

Yours very truly,  
THE VICK CHEMICAL CO.  
Per C. G. Gates  
Traffic Manager.

October 14,  
1919.

Transfer & Storage,  
New York, N.Y.,  
Gentlemen:

Your letter of the 29th, was very interesting to me both  
(in the information it contained and in the idea it presented.)

I am going to try to attend the convention in Cincinnati.  
Many and many a good substantial reason can be given  
in favor of an association of Traffic Executives. Reasons come tum-  
bling along when I think it over. Go to it, Transfer & Storage.  
We need one and I'll help all I can.

Cordially yours,  
*E. Tolbrand*

OFFICERS  
H. D. CHASE  
J. H. JONES  
F. M. ELMERSON, INC.  
T. A. TAYLOR  
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C. A. COHEN

CHEESE SHIPPERS TRAFFIC  
ASSOCIATION

Milwaukee, Wis.  
Oct. 17th 1919

The Transfer & Storage Publishing Corp.,  
239 West 39th St., New York, N.Y.

Gentlemen:

Your communication of October 8th, calling attention  
to the annual convention of the American Warehousemen's  
Association, to be held at Cincinnati on December 10th, 11th  
and 12th, has been received, and if nothing unforeseen turns  
up I will be pleased to be in attendance.

Yours very truly,

*J. M. Leibman*



KEYSTONE STEEL & WIRE CO.

PEORIA, ILL.  
Oct. 14, 1919.

Transfer & Storage,  
239 W. 39th St.,  
New York, N. Y.

Dear Mr. Stiles:

ATTENTION MR. KENT B. STILES.

I thank you for your letter of Oct. 9th,  
and especially for the invitation to attend the  
American Warehousemen's Convention at Cincinnati in  
December. If nothing unforeseen happens the writer  
expects to be present at this time. Will also try to  
encourage a number of the warehousemen with whom  
we do business who now belong to this association  
to attend the convention as I know that it will be  
instructive and of much value to all concerned.

Cordially yours,  
KEYSTONE STEEL & WIRE CO.  
*E. G. Simon*

Manager Transfer Dept.



REPORTING TO YOUR

TRANSFER & STORAGE,  
239 W. 39th St.,  
New York City, N.Y.

Gentlemen:

Referring to your letter of Oct. 8th in regard to the  
writer attending the Annual Convention of the American  
Warehousemen's Association at Cincinnati on Dec. 10, 11  
and 12th.

Planning to attend this Convention, but it is not quite  
clear whether the traffic men are to attend only the  
evening session which is being set aside for them, or  
whether they are to attend the meetings for the entire  
three days.

Further, if the meetings for the entire three days are  
open, would it be to the advantage of the traffic man  
to attend all the meetings?

You're very truly,  
J. M. Leibman  
Traffic Manager  
THE HOOSIER CO.



GFW's EGs

GEO. B. GIFFORD Vice-Pres.  
J. H. CLARK Secy.

INDIAN PACKING CO.  
PACKERS OF  
INDIAN BRAND PURE FOOD PRODUCTS.

GREEN BAY, WISCONSIN October 14, 1919.

Mr. K. B. Stiles,  
Associate Editor,  
Transfer & Storage,  
239 W. 39th St., New York.

Dear Sir:

Your formal letter of the 8th regarding  
the Cincinnati Convention of the American Warehouse-  
men's Association has been noted with interest.

I will be very glad to accept your in-  
vitation to be present, and will be glad to do  
anything possible to help.

You're truly,  
*Carl M. Medberry*  
TRAFFIC MANAGER.

EMM:EN

# WAREHOUSE EXECUTIVES TO CO-OPERATE WITH INDUSTRIAL TRAFFIC MANAGERS

(Continued from page 11)

A PERMANENT central bureau has been established at Pittsburgh, at the office of Charles L. Criss, general secretary of the American Warehousemen's Association, where is received and collated, and disseminated to the members, informations regarding the classification of goods for storage and handling and the cost accounting in connection therewith. The fullest co-operation and assistance to this bureau has been pledged by the Massachusetts Storage Warehousemen's Association and the New York Warehousemen's bureau of information, both of which have in operation their own units working along the same line. Other bureaus of this character will be created in various parts of the country, working along the common broad lines but having the advantage of knowing local conditions. All these units will co-operate with a view to obtaining for the warehousemen storing and handling rates equivalent to "fair compensation." The leaders in this movement to acquaint the traffic manager with the cost account system being worked out assert that the majority of warehousemen today are not receiving "fair compensation" for their services.

During a recent visit to Boston and New York, Mr. Criss came closely into touch with the working operation of the cost account systems introduced by the Association members in those cities, and he expressed his opinion that these systems were adaptable to any line of warehousing and to any locality.

"Of course, each branch of the industry will have its special questions to cope with," Mr. Criss said, "but the main system is there, and these branches will be rapidly developed."

### Cost Situation in Kansas City

Inquiry among warehousemen in many cities shows that the industry generally is discussing the subject. A Kansas City, Mo., warehouseman writes:

"The warehousemen here seem now fully awake to the necessity of cost accounting. They are eager to talk about it—but none has yet adopted a complete cost finding system. They seem to think that as their business is comparatively small they would have a harder time finding costs than the big warehousemen in the east. Many of them indicate they have considerable knowledge of the formula of cost accounting, but have not yet applied it. They are realizing the importance of many items of cost not fully appreciated before.

"One warehouseman here, discussing the situation, suggested that Kansas City warehousemen have groups of items handled differently than the same groups are handled by the warehousemen in other cities. The costs of doing business must be figured especially for Kansas City, as the basis used in other cities cannot be used here, due to Kansas City's

topography. Kansas City is a hilly town and smaller loads on the hills means smaller net returns from volume of merchandise handled.

"What is needed here is an expert accountant to study the local situation and help the local warehousemen install cost systems. After two or three such systems have been installed it should be simple to ascertain the Kansas City costs and so reach an equitable schedule of charges."

It is with the idea of meeting just such local situations and solving the individual cost problems of the various warehouse communities that the American Warehousemen's Association is undertaking to have bureaus similar to the central one at Pittsburgh established throughout the country.

In view of the important part which the cost account situation will play at the Cincinnati convention, the following paragraph is quoted from an article on the subject which appeared in the October issue of Distribution & Warehousing:

### "Unintelligent Competition"

"It will be news to most traffic executives to know that the warehouse industry concedes that in many ways it has been conducted unprofitably because of 'unintelligent competition, due to an absolute lack of knowledge of the cost of handling merchandise.' Officers of the American Warehousemen's Association, recognizing this, set out to find a remedy. The committee on standardization of basis for rates after an inquiry found that one of the 'serious mistakes' was 'losing sight of the fact that there is a heavy overhead expense attached to handling operations: this oversight has practically made bankrupts of many warehouse concerns whose executives were experts on general storage problems and the handling of labor.'

Several of the largest warehouse companies in New England have introduced the cost account system advocated by the American Warehousemen's Association. The purpose, according to the officers of these companies, was not to increase rates solely to get better profits but to be assured of fair and adequate returns for services rendered. Here is an example of how one New England warehouse revised its previous tariffs for handling cotton and made effective on October 1 a new schedule, based on an analysis of the costs of handling, storing, labor conditions, property investment, overhead expenses, depreciation of holdings, repairs, taxation and other fundamentals:

### Cotton Storage Costs

	Comp.	Sea	Egypt-		
	Am.	Island	Tian	China	India
	cts.	cts.	cts.	cts.	cts.
First month (storage and handling .....	70	90	75	60	50
Storage each month after .....	30	45	30	20	20
Unloading cars (min. \$5)...	10	10	15	10	10
Loading cars (min. \$5)...	15	15	20	15	12½

	Comp. Am.	Sea Island	Egypt- tian	China	India
	cts.	cts.	cts.	cts.	cts.
Sampling .....	25	25	25	50	50
Weighing .....	20	20	20	20	15
Breaking down for resam- pling and reweighing...	40	45	45	40	30
Remarking .....	25	25	25	25	25
Cartage carloads .....	40	55	50	40	30
Cartage, less carloads— cartage, carloads to East Boston .....	45	65	60	45	35

Extra labor or clerical help, \$1.10 per hour.

A charge of 15 cents per bale is made for transfer from fumigation plant to warehouse.

Minimum charge for weighing, sampling, etc., 75 cents.

The storage and handling rates on compressed American cotton are for round lots—not more than two marks to a carload—which do not have to be delivered by special numbers. Mill rejections, small lots and cotton delivered by special numbers will be charged at \$1.25 per bale first month and 50 cents storage each month after.

Labor will be charged at tariff rates for picking out individual numbers where complete mark is not shipped, cooping bales or any other extra service, with a minimum charge of 75 cents.

### Profiteering Denied

The warehousemen who are adopting the cost account system are incensed at the charge of "profiteering" which is uttered by some of the traffic executives whose commodities are handled under this system. The situation in New England is thus described by a warehouseman in that territory:

"While no doubt there have been cases of profiteering on the part of warehousemen in some of the larger cities, I know of no such action by warehousemen in this territory.

"In New England there is an association known as the Massachusetts Storage Warehousemen's Association, that comprises warehouses in Massachusetts, Rhode Island and Connecticut. This association was formed partly for the purpose of investigating the costs of storing and handling, and to aid warehousemen in ascertaining what a proper charge for their service and storage might be.

"A great deal of valuable information has been gained at a considerable expense, which has led to increasing rates in some cases as much as 200 per cent over those of four years ago.

"We think any one would agree with us that the costs of storage and handling would have increased considerably, anyway, during the war period. Every other business has experienced a great change in costs, and I can see no reason why our rates should not be at least double what they were, provided that they had been high enough in 1914 and 1915. The chief cause for what some please to term profiteering, I believe, is that before the war our rates were too low even for that period. With the system now in vogue in warehouses, and with cost accountants to make up their rates scientifically, there should be no overcharge or profiteering. There is, perhaps, some unintelligent rate making.

### Higher Rates in Future

"The distributor has in the past, and is now to some extent, been able to make his own rates to certain warehousemen, who admit they do not know what a fair charge would be. Traffic managers, of course, are looking for the best rate they can get, and care nothing about cost systems and profits of warehousemen.

"The warehouse business, in this section at least, and I think in most other sections of the United States as a whole, has been put on a very much higher plane of intelligent operation than otherwise could have been the case had not cost systems, through local associations, been established. Considering the low point at which the average warehouseman was operating four or five years ago, and the intelligence that he has gained since then, due to the associations and to his own cost department perhaps, the distributor probably

will never again secure such low rates as he at one time was able to do on account of ignorant competition among warehousemen.

"This ignorant competition applied to all warehousemen that I know, and I have an acquaintance from Boston, west to California, and from the Great Lakes to the Gulf; and if there were warehousemen who knew what it cost them to do business they religiously ignored their costs and made ridiculously low rates.

"Competition may come in again strong with a slackening of business; but I doubt if many warehousemen, especially those who do know their own costs, will lower their rates much in order to get business when they know that it cannot be done without a loss. It was actually true that most warehouses were not making money before this era of cost accounting, and those who were making money were making only a small return on the investment.

"I believe that as soon as distributors, traffic managers, etc., have discovered that the warehouse industry is on an entirely different plane from what they knew years ago, they will decide that at least in most cases the warehouseman's rates are fair. If they will take the trouble to confer with their warehousemen to find out those who know their costs, and then use the rates as charged by such warehousemen as a basis for determining whether or not other warehousemen are overcharging them, I think a good deal of their criticism would be stalled.

"I have never yet met any man who did not, in a conversation, admit that a warehouseman should be allowed a fair profit for distribution storage and handling; or who, when he was told that we knew our costs and how we figured the charges on his account, denied us the rate which we made.

"It may be determined later that warehousemen in some instances are obliged to make such high charges in order to handle distribution account that it will not be profitable for distributors to use them as their agents. This does not determine, however, that a warehouseman is profiteering. It merely means to me that some warehouses are not equipped to handle certain lines of business, while others may be very well placed and should secure the business."

### What Traffic Managers Say

Of all the communications which Distribution & Warehousing has received on the subject of the cost account system in relation to charges of profiteering, the foregoing letter from New England was selected as the most representative of the composite views of the warehousemen who discussed the subject for the benefit of the traffic managers who are planning to attend the Cincinnati convention.

The value to the warehouseman of knowing his costs, and of having in operation at his plant a system for visualizing at all times, the upward or downward trend of those costs, is illustrated by the following comment written by the traffic manager of a central west manufacturing company:

"The principal difficulty with the warehouse business today is that there is too much guesswork. I called on a warehouse in X— recently and asked the manager what he would charge to handle our products on a transfer and storage basis. I explained in detail as regards weight, size of packages, the amount of clerical help that is needed, etc. Then the warehouseman studied awhile and named a rate that was three times as high as the rate we were paying at other warehouses in the same territory.

"I told him that, and he studied awhile longer and then said: 'Well, I guess we can handle it at \$— per ton—which was about 50 per cent more than the usual rate. I then told him the rate we were paying at other places, and he said: 'Well, if they can make money at that rate I guess we can,' so he offered to take the business at the same figure as the other warehouses. But he didn't get the business, because I was afraid to give our business to a man who does not know what is space and his service is worth.'

This traffic manager, like many other traffic managers, would prefer to deal with warehouses which know costs than to risk placing products in the hands of warehousemen who operate by guessing. The latter are apt to profiteer unconsciously—and their high charges hurt the warehouse industry generally. The traffic executive quoted in the foregoing writes further:

"It is my estimation that the warehouseman should know what his space is worth, just as the merchant knows the cost of his goods; to this, he should add a certain per cent for overhead; then he should be in a position to name a rate as so much per square foot—and stick to it.

#### **"Fair Compensation"**

"A word with reference to compensation—'fair compensation.' It is my candid opinion that no distributor, regardless of how large or how small, will object to paying for service, provided that he gets it. No one can expect something for nothing."

A decided view of the question of warehouse rates is expressed by the traffic manager of a central west company whose products are nationally known and which makes extensive use of warehouses in its distribution system. This traffic executive writes:

"The matter of rates is entirely one of supply and demand, and the warehouses will undoubtedly charge all that they think the traffic will bear.

"The writer is one of the traffic managers who is unwilling to concede that a further advance is necessary. We believe that we have reached, or passed, the peak of the load in nearly everything entering into general business relationship. Any curtailment of production such as must result and is resulting through the labor unrest throughout the

country, will instantly be reflected in a smaller volume of goods for which public storage is required.

"During the period of the war it was very largely a matter of coaxing some warehouse concern to handle one's goods, rather than any solicitation on their part. We believe that construction costs will be no higher and very probably will see a considerable decline in the near future. We consider that already storage rates and other service charges have reached a point where it would be much to the advantage of one employing such facilities to any great extent to place these distributing centers on a branch office basis and provide storage by lease or construction rather than attempting to buy it."

Another traffic manager who believes warehouse rates are sufficiently high has this to say:

"Our experience is that the warehouseman is getting a fair compensation from this company. We are paying today a higher increase in storage rates than in transportation rates or than we are getting on our goods.

"This I am compelled to say: we are not getting the service from a great many of the warehousemen that we did get when we were paying them a great deal less money, and our experience is that we are not getting the co-operation from many of the warehousemen today that we used to get several years ago."

The possible effect of increased storage rates on the costs to the consumer is touched upon in comments made by the traffic manager of a company which distribute food products through warehouses. This traffic executive writes:

"With reference to the rates being charged generally today, as to whether or not they are equivalent to 'fair compensation': we believe that they are.

"We do not think that the warehousemen are underpaid, inasmuch as if their rates are increased it will naturally increase the cost of food; and as the raise in the end will eventually come from the ultimate consumer, we do not think they will be allowed to raise their rates."

## **Warehouse Stock Reports—Who Is to Pay for This Service?**

THE question of whether the stock reports furnished by the warehousemen at the request of the traffic manager are to be written on forms prepared by the warehouseman himself or on forms supplied by the traffic executive—this is a problem as old as the commercial warehouse industry itself.

There is no uniform method. It is not a subject of controversy alone between the warehouseman and the traffic manager. The warehousemen themselves cannot agree on it, and moreover the traffic managers are equally as far apart in their own views.

The problem is one which will come up for discussion at the meetings which the traffic managers attend at the Cincinnati convention. It is important not solely because both sides have failed to reach a common understanding regarding which shall furnish the blank forms to be filled in, but because the physical labor required for this service represents additional expense to the warehouseman. The warehouseman must pay for clerical help—and the cost of labor has advanced. He must stand the expense also of postage, paper, envelopes, etc.

To the average traffic manager these items of expense may seem trivial—one traffic manager writes: "The item of clerical help and postage is ordinarily not discussed in a transaction of this kind as it is part of a certain overhead expense incident to any business."

It is this very conviction on the part of many traffic managers that is prompting in some measure the desire by officers of the American Warehousemen's Association to have traffic executives on hand at Cincinnati. The warehouseman explains that for one manufacturer he may handle a hundred commodities; for another he may handle twenty products which are different from the first traffic man's one hundred. Of the two traffic executives, one requires weekly reports made out on blanks furnished by himself; the other demands daily reports prepared on blanks supplied by the warehouseman.

The confusion arising out of such a situation is obvious. The warehouseman explains that in order to satisfy both traffic executives, he must hire extra clerks to handle the two forms of blanks. The daily

and weekly reports require expenditure for postage.

Some traffic executives think the warehouseman should include all these expenses in the general costs. Other traffic managers prefer a system under which separate bills for the expenses are submitted. The warehousemen themselves have no common understanding as to which is the better way.

In order that the impression may not be given here that either party to the controversy consider this subject in any sense a trivial one, the following quotations from letters received by Distribution & Warehousing are given:

#### By Warehousemen

"In regard to daily and monthly reports of stock, I would say that, judging from our own experience, the warehouseman who acts for the distributor should extend this courtesy to the manufacturer as part of his business without an additional charge for this service."

"We feel that where a manufacturer requires daily stock reports there should be additional compensation. This is a special service and should not be included in the storage rate because a good many manufacturers do not require such reports."

"It is a warehouseman's business to make daily or weekly or monthly stock reports and to do so without repeated reminders from the distributors; the warehouseman should not make extra charge for this service and should prepare them in exactly the form designated by the distributors."

"We agree with the distributor that the warehousemen should furnish reports at such times and in such numbers as are required by the distributor, but these requirements should be made known at the time rate is requested and should be considered by the warehouseman in making rate for the service. There is no reason why the distributor should expect the warehouseman to do something for nothing, for at the present time cost for clerical service and making out of reports is an item of expense which cannot be ignored. As to the making out of the reports in the exact form requested, the average distributor has anywhere from one to two dozen forms of his own which he feels that the warehouseman should use in handling his business. He forgets that a warehouse doing considerable business has from 300 to 1,000 customers and that in the event that each one of these customers offered for warehouseman's use a dozen or more of his own forms, the warehouseman would not have any room to store merchandise after providing space to take care of all his customers' forms.

#### Should Be Paid for Service

"If the distributor expects the warehouseman to regulate his records so that information desired by each distributor or shipper may be furnished, he should expect to pay for it. I cannot see how a large warehouse company can economically adopt the schemes, suggestions and demands of fifty or sixty distributors. It seems only reasonable that a warehouseman should work out a plan which might serve the vast majority and adopt that plan and stick to it; and any departure from this involving work should be paid for accordingly. In a published tariff showing rates one can hardly contemplate the wishes of every distributor."

"The law requires a warehouseman only to allow a person to take from the warehouse books information as to how his account stands from time to time; but that does not mean that the warehouseman should pay for postage, clerk hire, etc., so that the owner can have daily, weekly or monthly stock reports, or all three. The writer handles in the neighborhood of 3,000 accounts and each auditor or sales manager wants a different kind of a system to fit his particular goods or bookkeeping. You can readily see what a complication this makes for a warehouseman. Not only that, but when an arrangement is made for storage, nothing is said about the form of stock report, and even if it is mentioned we usually find that after the goods arrive some bookkeeper wishes it all done in a different way. After we have rendered one or two statements the manufacturer usually wants

us to go all over the matter and conform with his ideas; in fact, we have had people refuse to pay our bills until we conformed to their wishes."

"The warehouseman certainly should make our periodical statements—to my way of thinking it is for his own good and may save him money. The making of these reports is extra work which the warehouseman does not have to do except in special cases, and his general prices are not made with this in consideration; therefore the warehouseman, when making prices to the distributor, should consider the reports and charge a little extra. Any extra work in hauling or the handling of goods in the warehouse is charged for extra; therefore why not this extra work required by the manufacturer?"

"The demands of the distributor for daily, weekly and monthly reports should be a thing of the past, as certainly the warehouseman has served his apprenticeship in this way almost to the limit of his endurance. If these reports are made out they should be charged for, which I don't believe has been done in the past by warehousemen."

"It is the opinion of warehousemen that distributors should pay for the service they expect. If one distributor does not wish daily, weekly or monthly reports, he should not pay in his rate for the reports that others expect. There are of course certain reports that are issued by warehouses generally without charge, but I now speak of the detailed reports that entail considerable clerical and perhaps warehouse labor."

"I cannot see why any warehouse would be justified in not making reports in accordance with the distributors' requirements, with the price understood at the time the contract is made."

#### By Traffic Managers

"On general principles, I am of the opinion that if a concern wants service it ought to pay for it."

"We have gone into the proposition very thoroughly with various warehousemen, and it is generally conceded by men of experience in the warehouse business that it is absolutely impossible for a warehouseman to devise a blank of his own that will fit all kinds of business and all requirements of manufacturers and jobbers. While a multiplicity of report forms is not desirable for the warehousemen, we can see no way for them to devise a form that would fit all kinds of business."

"It is only right that the warehouseman should furnish the forms to make the proper reports to his customers. In other words, the only thing he has to sell is service. The better service he puts up the more business he will receive. If a large manufacturer would go to a customer and sell him a commodity and then later write to him and ask him to send in forms so that he could bill him for the order, we do not believe he would have many customers; and so it is with the warehouseman. If people who patronize the warehouse must furnish all the forms for the warehouseman to keep his records on, we cannot see where there would be any advantage in having stock placed in storage. On the other hand, if the warehouseman was allowed to accept stock and simply acknowledge receipt of the stock by letter, in a very short time there would be quite a tangle as to just who owned this and who owned that."

"The furnishing of stock reports is a mere detail of warehousing. The manufacturer, when quoted rates for warehouse service, expects the rate quoted to include the whole service and not part of that service."

"We believe that there is somewhat of a general feeling on the part of warehouse people that they are being called upon to perform a service that appeals to them not to be within their contract; therefore, they perform a grudging and unwilling service. It is possible that a charge should be made for every little item performed in the office of a warehouse; if so, why should not a charge be made by every other business institution for writing a letter, invoicing goods, or any of the details connected with the clerical end of the business? Summing up, generally speaking the weakest part of the warehouses' service to us is in connection with the clerical end of their business. They may provide very splendid storage and take the best of care for our goods and still not be able to give us any accurate report as to the amount of goods which they have on hand."

## Cold Storage Warehousemen Protest Against Federal Act

**A**T the session to be devoted to the interests of the cold storage subdivision of the association a subject will be brought up which is of concern to every cold storage warehouse in the country and to many distributors. This relates to sections which cold storage men consider are objectionable in the proposed Federal cold storage act.

This measure (H. R. 9521), known as the Hutchinson bill, is designed "to prevent hoarding and deterioration of, and deception with respect to, cold storage foods, to regulate shipment of cold storage foods in interstate commerce, and for other purposes." It has passed the House of Representatives; and after being read twice in the Senate it was referred to the Senate committee on interstate commerce and re-referred to the Senate committee on agriculture and forestry. Cold storage interests have been informed unofficially that the Senate did not plan to take final action on the bill until after the peace treaty was out of the way; this would give the delegates at Cincinnati time to prepare protests for filing with Congress.

It is Section 12 of the cold storage act which is looked upon especially with disfavor by cold storage warehousemen. The text regarded as objectionable reads:

"Nor shall any person ship in commerce any poultry or game if the entrails of such poultry or game were not removed prior to the time of being received for cold storage."

### Resolutions to Senate

This paragraph was proposed because the Bureau of Chemistry, in Circular No. 71, issued by the United States Department of Agriculture, states that undrawn poultry keeps much better than drawn. "Refrigerating World" for October charged editorially that this paragraph was "slipped in," the clause "not in any way" coming before the House committee on agriculture when the bill was being considered by the House, but being brought in as an amendment at a time when only a few representatives were present.

Writing of the cold storage act, F. M. Shoemaker, of Elmira, N. Y., chairman of the cold storage subdivision and a director of the association, has this to say:

"There are many provisions of this act which are impossible and absurd. Section 12, if passed by the Senate in its present form, will kill the poultry industry of the country. This reflex action on production will be most serious alike to the producer and the consumer. Certain other features of the bill are almost as bad."

Frank A. Horne, president of the American Association of Refrigeration, and who is to attend the Cincinnati convention as a member of the American Warehousemen's Association, discussed at Cleveland on Oc-

tober 14 the cold storage act features against which warehouse and poultry interests are protesting. Attending the convention of the National Poultry, Butter and Egg Association at Cleveland, Mr. Horne in an address pointed out the reasons for these protests, and these reasons he will advance once more at the warehousemen's convention at Cincinnati, where, it is expected, resolutions will be adopted for presentation to the Senate.

A memorial of this character was passed by the poultry association at Cleveland. Regarding Section 12, these resolutions read:

"This provision is contrary to the knowledge, experience and investigation of practical and scientific experts on the subject. Reference is made to the experiments and findings of the Bureau of Chemistry, U. S. Department of Agriculture, and many other investigations under state authority and by scientific bodies. If enacted into law, this requirement would destroy the poultry industry, react seriously upon the producer and deprive the consumer of much wholesome food."

This resolution "respectfully demands the elimination" of the paragraph which would forbid interstate shipments of undrawn poultry.

Mr. Shoemaker writes that "certain other features of the bill are almost as bad," and the resolution adopted at Cleveland protests against some of these.

For example, Section 2 of the cold storage act declares that the term "article of food" includes fresh meat and fresh meat products, fresh fish, game, butter, eggs and poultry, and then places within parentheses the phrase, "any article except liquid food." Elimination of this phrase is demanded by the poultry association, which wants the term "article of food" to be confined explicitly to the commodities mentioned.

The cold storage bill as passed by the House contains this paragraph in Section 2:

"The term 'warehouse' means any establishment or structure, or portion thereof, which is artificially cooled to or below the temperature of 45 degrees above zero, Fahrenheit, for a period of thirty days or longer."

The poultry association's resolution asks that this paragraph be stricken out and that the following be inserted in its place:

"The term 'warehouse' means any place artificially cooled to or below a temperature above zero or 45 degrees, Fahrenheit, in which articles of food are placed and held for thirty days or more."

The poultry association favors the enactment of the bill if these and other changes of comparatively minor character are made. A summary of the bill is given on page 38 of this issue of Distribution & Warehousing.

(Continued on page 44)

and weekly reports require expenditure for postage.

Some traffic executives think the warehouseman should include all these expenses in the general costs. Other traffic managers prefer a system under which separate bills for the expenses are submitted. The warehousemen themselves have no common understanding as to which is the better way.

In order that the impression may not be given here that either party to the controversy consider this subject in any sense a trivial one, the following quotations from letters received by Distribution & Warehousing are given:

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"We feel that where a manufacturer requires daily stock reports there should be additional compensation. This is a special service and should not be included in the storage rate because a good many manufacturers do not require such reports."

"It is a warehouseman's business to make daily or weekly or monthly stock reports and to do so without repeated reminders from the distributors; the warehouseman should not make extra charge for this service and should prepare them in exactly the form designated by the distributors."

"We agree with the distributor that the warehousemen should furnish reports at such times and in such numbers as are required by the distributor, but these requirements should be made known at the time rate is requested and should be considered by the warehouseman in making rate for the service. There is no reason why the distributor should expect the warehouseman to do something for nothing, for at the present time cost for clerical service and making out of reports is an item of expense which cannot be ignored. As to the making out of the reports in the exact form requested, the average distributor has anywhere from one to two dozen forms of his own which he feels that the warehouseman should use in handling his business. He forgets that a warehouse doing considerable business has from 300 to 1,000 customers and that in the event that each one of these customers offered for warehouseman's use a dozen or more of his own forms, the warehouseman would not have any room to store merchandise after providing space to take care of all his customers' forms.

#### Should Be Paid for Service

"If the distributor expects the warehouseman to regulate his records so that information desired by each distributor or shipper may be furnished, he should expect to pay for it. I cannot see how a large warehouse company can economically adopt the schemes, suggestions and demands of fifty or sixty distributors. It seems only reasonable that a warehouseman should work out a plan which might serve the vast majority and adopt that plan and stick to it; and any departure from this involving work should be paid for accordingly. In a published tariff showing rates one can hardly contemplate the wishes of every distributor."

"The law requires a warehouseman only to allow a person to take from the warehouse books information as to how his account stands from time to time; but that does not mean that the warehouseman should pay for postage, clerk hire, etc., so that the owner can have daily, weekly or monthly stock reports, or all three. The writer handles in the neighborhood of 3,000 accounts and each auditor or sales manager wants a different kind of a system to fit his particular goods or bookkeeping. You can readily see what a complication this makes for a warehouseman. Not only that, but when an arrangement is made for storage, nothing is said about the form of stock report, and even if it is mentioned we usually find that after the goods arrive some bookkeeper wishes it all done in a different way. After we have rendered one or two statements the manufacturer usually wants

us to go all over the matter and conform with his ideas; in fact, we have had people refuse to pay our bills until we conformed to their wishes."

"The warehouseman certainly should make our periodical statements—to my way of thinking it is for his own good and may save him money. The making of these reports is extra work which the warehouseman does not have to do except in special cases, and his general prices are not made with this in consideration; therefore the warehouseman, when making prices to the distributor, should consider the reports and charge a little extra. Any extra work in hauling or the handling of goods in the warehouse is charged for extra; therefore why not this extra work required by the manufacturer?"

"The demands of the distributor for daily, weekly and monthly reports should be a thing of the past, as certainly the warehouseman has served his apprenticeship in this way almost to the limit of his endurance. If these reports are made out they should be charged for, which I don't believe has been done in the past by warehousemen."

"It is the opinion of warehousemen that distributors should pay for the service they expect. If one distributor does not wish daily, weekly or monthly reports, he should not pay in his rate for the reports that others expect. There are of course certain reports that are issued by warehouses generally without charge, but I now speak of the detailed reports that entail considerable clerical and perhaps warehouse labor."

"I cannot see why any warehouse would be justified in not making reports in accordance with the distributors' requirements, with the price understood at the time the contract is made."

#### By Traffic Managers

"On general principles, I am of the opinion that if a concern wants service it ought to pay for it."

"We have gone into the proposition very thoroughly with various warehousemen, and it is generally conceded by men of experience in the warehouse business that it is absolutely impossible for a warehouseman to devise a blank of his own that will fit all kinds of business and all requirements of manufacturers and jobbers. While a multiplicity of report forms is not desirable for the warehousemen, we can see no way for them to devise a form that would fit all kinds of business."

"It is only right that the warehouseman should furnish the forms to make the proper reports to his customers. In other words, the only thing he has to sell is service. The better service he puts up the more business he will receive. If a large manufacturer would go to a customer and sell him a commodity and then later write to him and ask him to send in forms so that he could bill him for the order, we do not believe he would have many customers; and so it is with the warehouseman. If people who patronize the warehouse must furnish all the forms for the warehouseman to keep his records on, we cannot see where there would be any advantage in having stock placed in storage. On the other hand, if the warehouseman was allowed to accept stock and simply acknowledge receipt of the stock by letter, in a very short time there would be quite a tangle as to just who owned this and who owned that."

"The furnishing of stock reports is a mere detail of warehousing. The manufacturer, when quoted rates for warehouse service, expects the rate quoted to include the whole service and not part of that service."

"We believe that there is somewhat of a general feeling on the part of warehouse people that they are being called upon to perform a service that appeals to them not to be within their contract; therefore, they perform a grudging and unwilling service. It is possible that a charge should be made for every little item performed in the office of a warehouse; if so, why should not a charge be made by every other business institution for writing a letter, invoicing goods, or any of the details connected with the clerical end of the business? Summing up, generally speaking the weakest part of the warehouses' service to us is in connection with the clerical end of their business. They may provide very splendid storage and take the best of care for our goods and still not be able to give us any accurate report as to the amount of goods which they have on hand."

## Cold Storage Warehousemen Protest Against Federal Act

**A**T the session to be devoted to the interests of the cold storage subdivision of the association a subject will be brought up which is of concern to every cold storage warehouse in the country and to many distributors. This relates to sections which cold storage men consider are objectionable in the proposed Federal cold storage act.

This measure (H. R. 9521), known as the Hutchinson bill, is designed "to prevent hoarding and deterioration of, and deception with respect to, cold storage foods, to regulate shipment of cold storage foods in interstate commerce, and for other purposes." It has passed the House of Representatives; and after being read twice in the Senate it was referred to the Senate committee on interstate commerce and re-referred to the Senate committee on agriculture and forestry. Cold storage interests have been informed unofficially that the Senate did not plan to take final action on the bill until after the peace treaty was out of the way; this would give the delegates at Cincinnati time to prepare protests for filing with Congress.

It is Section 12 of the cold storage act which is looked upon especially with disfavor by cold storage warehousemen. The text regarded as objectionable reads:

"Nor shall any person ship in commerce any poultry or game if the entrails of such poultry or game were not removed prior to the time of being received for cold storage."

### Resolutions to Senate

This paragraph was proposed because the Bureau of Chemistry, in Circular No. 71, issued by the United States Department of Agriculture, states that undrawn poultry keeps much better than drawn. "Refrigerating World" for October charged editorially that this paragraph was "slipped in," the clause "not in any way" coming before the House committee on agriculture when the bill was being considered by the House, but being brought in as an amendment at a time when only a few representatives were present.

Writing of the cold storage act, F. M. Shoemaker, of Elmira, N. Y., chairman of the cold storage subdivision and a director of the association, has this to say:

"There are many provisions of this act which are impossible and absurd. Section 12, if passed by the Senate in its present form, will kill the poultry industry of the country. This reflex action on production will be most serious alike to the producer and the consumer. Certain other features of the bill are almost as bad."

Frank A. Horne, president of the American Association of Refrigeration, and who is to attend the Cincinnati convention as a member of the American Warehousemen's Association, discussed at Cleveland on Oc-

tober 14 the cold storage act features against which warehouse and poultry interests are protesting. Attending the convention of the National Poultry, Butter and Egg Association at Cleveland, Mr. Horne in an address pointed out the reasons for these protests, and these reasons he will advance once more at the warehousemen's convention at Cincinnati, where, it is expected, resolutions will be adopted for presentation to the Senate.

A memorial of this character was passed by the poultry association at Cleveland. Regarding Section 12, these resolutions read:

"This provision is contrary to the knowledge, experience and investigation of practical and scientific experts on the subject. Reference is made to the experiments and findings of the Bureau of Chemistry, U. S. Department of Agriculture, and many other investigations under state authority and by scientific bodies. If enacted into law, this requirement would destroy the poultry industry, react seriously upon the producer and deprive the consumer of much wholesome food."

This resolution "respectfully demands the elimination" of the paragraph which would forbid interstate shipments of undrawn poultry.

Mr. Shoemaker writes that "certain other features of the bill are almost as bad," and the resolution adopted at Cleveland protests against some of these.

For example, Section 2 of the cold storage act declares that the term "article of food" includes fresh meat and fresh meat products, fresh fish, game, butter, eggs and poultry, and then places within parentheses the phrase, "any article except liquid food." Elimination of this phrase is demanded by the poultry association, which wants the term "article of food" to be confined explicitly to the commodities mentioned.

The cold storage bill as passed by the House contains this paragraph in Section 2:

"The term 'warehouse' means any establishment or structure, or portion thereof, which is artificially cooled to or below the temperature of 45 degrees above zero, Fahrenheit, for a period of thirty days or longer."

The poultry association's resolution asks that this paragraph be stricken out and that the following be inserted in its place:

"The term 'warehouse' means any place artificially cooled to or below a temperature above zero or 45 degrees, Fahrenheit, in which articles of food are placed and held for thirty days or more."

The poultry association favors the enactment of the bill if these and other changes of comparatively minor character are made. A summary of the bill is given on page 38 of this issue of Distribution & Warehousing.

(Continued on page 44)

# Railroad Administration Will Not Adopt Consolidated Classification

(Continued from page 16)

and not the end itself; and it does not follow that because rules are uniform, they are desirable. It is more important that classification rules should be adapted to the needs of commerce in each portion of the country than that an artificial uniformity with other sections should be brought about at such a price. The net result of the proposed classification leaves so great a lack of uniformity as to many important things that even the excuse of uniformity fails as justification for forcing an unnecessary, undesired, and probably harmful rule upon two-thirds of the United States."

## An Important Change

The Commission in its report described Rule 10 as "one of the most important changes proposed." The report says:

"Briefly stated, it provides that articles having a carload rate or rating, except live stock, may be shipped in mixed carloads from one consignor to one consignee and destination at the carload rate applying on the highest rated article and subject to the highest minimum weight attaching to any article in the load. At present only the official classification contains a rule of similar import. The only substantial difference between the proposed rule and the official classification rule is that the minimum weight required by the latter is that which attaches to the article taking the highest rate or rating, instead of the highest minimum attaching to any article in the car. It should be said also that there is a provision in the official classification rule that the article the rate or rating for which is taken as the basis for the charges on the entire shipment must constitute at least 10 per cent of the total weight of the shipment.

"The proposed rule, like all other rules in the consolidated classification, is, of course, intended for general application. A general rule authorizing carload mixtures at a carload rate would be an innovation in the southern and western classifications, but both of them contain provisions for specific mixtures. For instance, in the western classification there is a specific provision that various kinds of agricultural implements having different carload ratings may be shipped in mixed carloads at a specific carload rating, and in the southern classification numerous articles in the machinery list, which individually might take different carload ratings, are similarly permitted to be mixed at one specific carload rating. A specific mixture is provided only for articles that are in some way related to each other. It has been the policy of both the western and southern lines to establish new and additional specific mixtures of related articles, when what they deemed proper request was made therefor by shippers. The western lines have been much more liberal in this regard than have the southern lines.

"The great majority of the shippers in official territory who appeared at the hearings in support of a mixed carload rule indicated their approval of or their willingness to accept rule 10 as proposed. Some of the shippers in that territory naturally prefer the rule at present in effect, because of the lower minimum weight it provides, but comparatively few strongly urge that it be adopted as the rule for the consolidated classification. Large Chicago jobbing houses are desirous of having a general mixing arrangement in effect throughout the country.

## Western Jobbers Protest

"Vigorous protests against the rule were made by jobbing interests at western points where hearings were held. A few southern interests also voiced their disapproval. In distributing to retailers at western jobbing points Chicago jobbers would be on a parity with the western jobbers who bring their freight from Chicago in straight carloads. In shipping to points in the territory surrounding a western jobber the Chicago wholesaler would have some rate advantage, for the reason that he could ship in mixed carloads direct to the retailer while the western jobber would pay the rate into his city and distribute to the retailer at the carload or less-than-carload rate outbound, the combination of the in and the out rates generally

being greater than the rate for direct shipment. This advantage would only be felt, however, in cases where the retailer would be able to handle a mixed-carload shipment. The western jobbers predict and fear that if the rule goes into effect there will be an ever-increasing volume of mixed-carload traffic of all kinds moved from Chicago and the east through the agency or medium of freight forwarders and others who collect small lots of goods and consolidate them into carloads for distribution to retailers and consumers in the west. Incidentally the extremely wide spread between the carload and the less-than-carload rates to the Pacific coast and intermountain territory will tend to encourage greater activity by the freight forwarders than in cases where the spread is not too wide. If the rule goes into effect, the western jobbers will favor keener competition in the territory which they rightly feel belongs to them. Some jobbers are apprehensive that the business they may lose will be that on high-class goods or specialties, leaving for them only the traffic in staples, on which there is but little profit. It is urged that the distribution and upbuilding of commercial and industrial enterprises throughout the west is far more desirable than the further concentration of business in the already congested centers in the east.

"It was suggested that the continued existence of the western jobber is most desirable from an economic standpoint, because he is able promptly and efficiently to serve the surrounding community and to furnish the retailer with necessary credit and capital in times of financial stress, which he is more inclined to do than is the distant wholesaler. In the final analysis the position of probably most of the western jobbers is that they are satisfied with the present situation and are opposed to taking chances with anything new. The western jobbers have never asked provision for mixed carloads and feel that the rule proposed should not be established against their consent and best judgment. They urge that heretofore the western carriers appear to have been generally opposed to unrestricted mixtures. The western lines say that heretofore they have governed themselves in this respect by the desires of the western jobbers.

## Car Efficiency

"The question whether the mixed-carload rule would result in increased car efficiency and the more economical transportation is entitled to consideration. Some of the traffic that now moves in less than carloads would be consolidated into carloads, and much of the expense in handling it would be thus avoided. However, this might be offset to some extent by shipment of fewer straight carloads than heretofore, for some of the commodities that now move in straight carloads could be used in making up mixed carloads, and it is often not possible to load a car with mixed freight as heavily as with one commodity. An increase in the proportion of the traffic moved in carloads means relief for congested freight houses. It should also be borne in mind that carload traffic involves fewer claims for loss, damages, and delay. Mixed carloads are loaded by the shipper and unloaded by the consignee, and hence the carrier is not entitled to the same compensation as would be yielded by less-than-carload rates.

"Uniformity as to mixing arrangements could have been accomplished in the consolidated classification either by using one rule for the entire country or by having no rule with respect to that matter. All things considered, the first alternative was deemed to be reasonable and desirable. To have adopted the latter would have been impracticable. No uniform set of specific mixtures could have been devised that would have suited or would have been suitable to all shippers and classes of shippers and to all sections of the country, and there would not in that event have been uniformity as to descriptions, because on many groups of related articles different specific mixtures in the description column of the classification would have been

(Continued on page 42)

# Stocks at Warehouses Reduced by Labor Unsettlement

*Reports from 35 Cities in 25 States Show, However, That Distribution Activities Increased 30 Per Cent in Many Sections in October*

DURING October, labor unrest had a greater effect upon the activities of the merchandise industry than during any other period within the past year. Heretofore the labor problem was affecting the warehouseman alone, due to the fact that he was unable to get the class of men he desired. Today the situation is different. Labor unrest is causing retarded production; and this is having a material effect upon the volume of storage business which is usually obtained by the merchandise warehouse at this time of the year. Then again where the jobber, retailer and wholesaler is able to purchase certain stocks in large quantities, he is buying very cautiously because of unsettled market conditions.

Yet with the jobbers, brokers and wholesalers calling for large stocks of virtually all classes of merchandise, particularly in the West and central West—stocks that the manufacturer is unable to furnish—the distribution and pool car activities of the warehouseman have increased in some territories. According to reports received from merchandise warehousemen located in thirty-five principal cities in twenty-five states, the distribution and pool car activities have increased approximately 30 per cent in the ten sections; in only one section, the Southwest, has this class of business decreased.

## Soliciting New Business

Although the merchandise warehouse facilities of the United States are 79 per cent occupied, only 1.9 per cent less than during September, warehousemen in five large cities are clamoring for new business in order to get on the right side of the ledger. Some of these warehousemen are trying to obtain fresh accounts by circularizing the manufacturers, jobbers and large wholesalers; others are getting out in the field and making personal calls. Many of these warehousemen have equipped themselves with statistics and other data, including photographs of their facilities, to assist them in securing the manufacturers' distribution, pool car and storage business in their sections.

Another problem confronting the merchandise warehouseman in addition to labor unrest, which still continues to lead the list, is lack of business and the inefficient service furnished by the railroads; while a few sections are short of warehouse facilities. The following are the cities which are confronted with problems:

LABOR—Alhambra, Oakland and San Francisco, Cal.; Boise, Idaho; Seattle, Kansas City, Mo.; Indianapolis, Cleveland, Davenport, Iowa; New Orleans, San Antonio, Fort Worth, Austin, New York, Denver, Scranton, Pa.,

and Burlington, Vt. In San Francisco and other cities in California a new wage scale became effective for warehouse labor on October 7. Many warehouses at New York increased the wages of labor also.

LACK OF BUSINESS—Columbus, Sault Ste. Marie, Mich.; St. Louis, Richmond, Va., and New York.

INEFFICIENT RAILROAD SERVICE (congestion, shortage of cars, etc.)—Boise, Idaho; Lebanon and Scranton, Pa.; Denver, and Burlington, Vt.

SHORTAGE OF WAREHOUSE FACILITIES—Mansfield, Ohio; San Antonio, Birmingham, Ala.; Bridgeport, Conn.; Baltimore, and Lebanon, Vt. Warehousemen at Mansfield, Ohio, and San Antonio are constructing new plants.

## Increase Rates

RATES—Twelve merchandise warehouses in San Francisco, Oakland and Sacramento were authorized to increase between 5 and 20 per cent their charges for handling, weighing and storage. It is conceded that the warehousemen at Boise, Idaho, will, in all probability, increase their rates within the near future. Seattle warehousemen say they are unable to realize a profit on the handling of merchandise because of the extraordinary low rates they now charge. At Salt Lake City the warehousemen's greatest problem has been trying to decide the question of assessing handling charges. Reports received by Distribution & Warehousing show that the warehousemen of Salt Lake City are maintaining low rates and that they will not be able to realize profits, or even meet operating expenses, on the handling of commercial shipments unless the rates are increased or the present wages paid labor reduced. Upward revision of rates to meet the demands of labor is one of the major problems of the Cleveland warehousemen.

The cities where retarded production is greatly noticeable, and where the jobber, wholesaler and retailer is unable to acquire sufficient stocks to meet the demands made upon them, are Alhambra, Oakland, Seattle, Portland, Salt Lake City, Indianapolis, St. Paul, Cleveland, Davenport, Sault Ste. Marie, Austin and Birmingham. The situation is that the manufacturer is unable to meet consumption demands in these twelve cities. The few purchasers in other sections who are able to get the large stocks they usually require during this period of the year are buying cautiously, particularly in Kansas City, Columbus, New Orleans, Richmond, New York and Scranton.

The merchandise warehousemen at Omaha obtained a  
(Continued on page 35)

# The Trailer in the Distribution Field

**T**RAILERS are coming into more common use for the distribution of commodities between the warehouse and the terminal and between the manufacturing plant and the wholesaler. The efficiency and economy associated with these vehicles is bringing them into wider use in the merchandise transportation field. There are very few lines of business in which trailers cannot be used with advantage—and this is a fact which is becoming generally recognized, as is evidenced by the increasing number of them being manufactured from year to year.

There are no available figures as to the aggregate number of trailers operated in the United States today; but the records of the motor vehicle registration bureaus show that there were registered in New York State on February 1, 1919, a total of 2,218; in Pennsylvania on January 1, 1919, 1,284; and in California on January 1, 1919, 701 trailers. If the percentage of trailers to the total number of motor vehicles registered in these three States is indicative of the numbers in other States, there are somewhere between 16,000 and 20,000 trailers now in use throughout the coun-

- Save time on the road.
- Save overloading of trucks.
- Cut hauling costs nearly in half.
- Are left behind when not needed.
- Double motor truck load capacity.
- Cost almost nothing for maintenance.
- Convert passenger cars into trucks instantly.
- Add only 15 to 20 per cent to operating expense.
- Can be left at an intermediate point and picked up on return trip.
- Cost one-quarter to one-third as much as trucks of equal capacity.
- Weigh one-quarter to one-third as much as trucks of same capacity.
- Help lower the high cost of living for farmers as well as city consumers.
- Permit passenger car to be used for pleasure riding as well as for light trucking.
- Have no complicated machinery to require repairs, adjustment and overhauling.
- Make it worth while to take to market small quantities of produce that would otherwise go to waste or be fed to live stock.

try; and it is estimated that the number is increasing at the rate of 50 per cent or more each year.

Development of trailer transportation is the outgrowth of human experience that it is easier to draw a load than to carry it. A man can wheel more in a barrow than he can carry; a horse can pull a ton in a wagon but can carry only 500 pounds on his back; a locomotive can draw a train of fifty loaded freight cars but can not carry the load of more than one or two itself. So, a motor truck can pull a greater load on a trailer or a semi-trailer than it can carry on its own structure. The same power is, of course, required to move a given weight on wheels whether it is in the truck or the trailer. The difference in favor of the trailer lies first in the fact that, as the trailer has no power plant or driving mechanism, it weighs only one-quarter to

one-third as much as a truck of equal capacity; second, that there is no loss of power through driving mechanism as in the truck. The only loss of power is in the friction of the wheel bearings, which generally are of the anti-friction roller type.



*This shows how the trailer is operated in the cotton industry—a Warner heavy duty truck trailer of 5-ton capacity with 20-inch trussed frame—bales being hauled at San Antonio*

Experience has shown that any good truck not greatly overrated by the maker can haul one and often two or even three trailers carrying loads equal to that on the truck itself. When a fifth-wheel or semi-trailer is used, a truck can haul two to three times its rated capacity. A one-ton truck is commonly used as a tractor for a two or three-ton semi-trailer and a five-ton truck for a ten or fifteen-ton semi-trailer.

#### Various Types of Trailers

The four-wheeled trailer and the usual semi-trailer are used for general haulage purposes in many industries. The former is made in small light sizes and equipped with pneumatic tires to be towed by runabouts and touring cars at high speed. It is also made in large sizes up to five tons capacity or more, fitted with solid rubber tires, to be drawn by motor trucks.

Fifth-wheel semi-trailers are commonly built in ordinary lengths and equipped with truck-type bodies and solid rubber tires. The front end rests upon and is attached to a special fifth-wheel device built into the rear of the frame of a tractor, truck or automobile after the body or tonneau has been removed. The fifth-wheel is swiveled transversely so that it has a rocking motion permitting the axle of the trailer to rise and fall with relation to the axles of the towing vehicle, as necessitated by inequalities in the highway. It is also provided with springs to take up the pull and thrust of the trailer with its load, just as the draw-bar of the four-wheeled trailer is fitted with compensating spring springs.

Where semi-trailers are used, the towing vehicle has no body back of the driver's seat and does not carry any load itself. This form of trailer has come into such extensive use that many leading motor truck makers have designed and are offering special short-wheelbase tractors with fifth-wheel attachments especially for use with them.

As compared with motor trucks, trailers are very simple vehicles, yet experience early showed that they must differ radically from horse-drawn vehicles. Because of the higher speeds at which they are drawn, it is necessary they be much stronger and more durable in all parts and be fitted with rubber tires, otherwise the heavy and rapid impacts against road inequalities would quickly rack the

wheels to pieces, break springs and axles and cause the frames to break or bend. The high rotating speed of the wheels would also overheat the bearings. To prevent cutting corners on turns and swinging so far out of line with the towing vehicle when turning out to avoid mud-holes and obstructions in straight stretches of road as to endanger other passing vehicles, the trailer wheels must track as nearly as possible with the wheels of the towing vehicle. For these reasons trailer design follows closely that of motor vehicles, and motor truck frames, axles, springs, and tires are employed in their construction. The steering wheels of the trailer are connected with the spring-drawbar so that the front wheels follow in the track of the rear wheels of the truck.

Specific examples of the ways in which trailers are used in varied lines of business, what they accomplish and the savings effected will show why they are considered an important development for merchandise distribution.

#### Advantages of Trailer

The United States Spruce Corporation used many trucks and semi-trailers in the Oregon woods for getting out spruce logs for airplane construction during the war. Thus production was increased suddenly to meet the enormous demands of the Aircraft Board.

During 22 working days a lumber company hauled 56,484 maple logs  $12\frac{1}{2}$  miles to its plant with a truck and semi-trailer at an average total cost of \$11.91 a day. The average cost per 1,000 feet for the  $12\frac{1}{2}$ -mile haul was \$4.25, whereas the operators state that the logs could not have been hauled by any other power for less than \$12 per 1,000 feet.

One of the principal advantages in motor trucking is that shipping delays and rehandling are avoided. A motor trucking company hauls beans from Camirillo to Los Angeles, a distance of fifty miles. Its trucks drive into the farmers' fields and pull out with loads of 10 to 12 tons on the truck and trailer, and haul direct to warehouse in Los Angeles. Thus there are only two handlings as against three or four when shipments are made by rail. The trucks and trailers make the trip in five hours as against three days by rail.

(Continued on page 48)



Here is a 6-ton standard stake and rack model operated by the Aluminum Castings Company of Detroit in connection with a 2-ton Packard truck

# Editors's Page's

## *The Cincinnati Convention*

IT is curious that the American manufacturing world and the American warehouse industry, which in conjunction transact millions of dollars' worth of business annually, have never undertaken to organize co-operatively. The situation is incredible. Even the casual observer of industrial affairs must marvel at the shortsightedness. The distributor of products and the owner of the storage plant through which those commodities pass from factory to consumer have been quarreling in petty ways for years; yet it is a fact that the problems which are the subjects of those controversies have their solutions if the two parties to the disputes would get together and talk things over. Common sense dictates that they should do so.

In the long run the dictates of common sense are never denied. It may be that startling achievements will not be the fruits of the annual convention of the American Warehousemen's Association at Cincinnati in December. But if fruits are not garnered this year, it is certain that the seeds of co-operation will be planted during the Ohio meeting between traffic managers and warehousemen.

To the manufacturers who distribute through warehouses the word has been sent forth by the warehousemen that the Cincinnati convention is to be an open forum for the discussion of the bickerings which have served to arouse the spirit of indifference, if

not hostility, between the traffic manager and the commercial storageman. A number of representative traffic executives have announced their purpose of attending the convention. Others, equally sensitive to the trend of the situation and visualizing the possibilities, have indicated they are hopeful of going.

The business of warehousing will attain prosperity in proportion as it attracts the co-operation of manufacturers. The storageman has service to sell, and unless that service is made 100 per cent perfect the sales are going to fall off. There are some warehousemen who are not giving 100 per cent quality of service today, as is evident from the fact that a number of manufacturers, dissatisfied with conditions, are eliminating the warehouse entirely and opening branch offices in the territories in which they distribute. When a manufacturer takes that step, the warehouseman is at fault in some way.

What is the fault? How can it be corrected?

These questions and a thousand others equally vital can be answered at Cincinnati.

It is a timely and constructive suggestion that every merchandise warehouseman write a personal letter to an industrial traffic manager of his acquaintance inviting him to be in Cincinnati during the three days commencing December 10.

## *The Modern Plant*

LABOR saving devices play only a minor role today in industrial warehousing. The modern storage plant is architecturally and physically designed for equipment manufactured for the express purpose of handling commodities in and out of warehouses, cars and shipholds efficiently and economically. But too few warehouses are modern!

During the war the Government installed

at the Army base in Brooklyn a greater variety and number of labor saving contrivances under a single roof than had ever been assembled at one place before. It was a warehouse executive in a soldier's uniform who directed the job.

Uncle Sam produced the pattern. The warehouse owner who is building a new plant or who is adding to his present one will do well to study this pattern.

## *Our New Name*

**W**ITH the present November issue this magazine adopts a new name—Distribution & Warehousing.

In departing from the title Transfer & Storage the editors offer no apology. This is an era of industrial evolution, an epoch of readjustment while the business world is endeavoring to settle itself after months of turmoil which has choked and twisted the channels of commercial trade, both domestic and international.

The past four years—the period of the world war—has witnessed remarkable strides in the world of warehousing. More and more has the warehouse become a vital cog in the wheel of manufacturing. Warehouses are being built everywhere—not the former comparatively pigmy structures to hold the furniture of the man who removes his place of residence, but the wonderful modern buildings equipped with labor-saving devices to handle in and out the many commodities, both raw and finished products, which are distributed into every nook and corner of the country by rail, on the motor trucks, in the holds of lake and river boats, and even through the air, and which are imported and exported across seas.

The warehouseman and the manufacturer's traffic manager are confronted today with numberless complex problems in moving these commodities to and from the wholesale and retail markets—from point of origin or natural growth to factory and thence to consumer. The basis of success in attacking and solving these problems will be co-operation. Co-operation is to take the place of competition. The warehouseman who now visualizes his industry as it will be in the years ahead is looking upon great combinations of warehouses analogous to the co-operative accomplishments which have marked the advancements of the industries which deal with steel, the barometer of world trade, and with automobiles. In this process of development the manufacturing executive must necessarily be allied with the warehouseman, and today the two are evincing a wide-awake spirit of eagerness and willingness each to meet the other more than halfway.

Under its new name Distribution & Warehousing will foster and encourage this spirit. Its ideals and ideas will be the ideals and ideas of the progressive traffic executive who ships his products by rail, truck, water or air; and of the forward-moving warehouseman who takes care of commodities, either in dry or cold storage, or household goods.

Transfer & Storage represents the Past; Distribution & Warehousing is symbolic of the Present, but more particularly of the Future.

# Labor-Saving Machinery in Warehouses

(Continued from Page 14)

material on trailers. These warehouses are of mill construction covered with sheet metal, and subdivided into sections by fire walls and doors. A three-track railroad siding separates the warehouses and runs to the bulkhead, which is likewise on a floor level with the warehouses.

What relation has tiering machinery to these warehouses? Without tiering machinery these warehouses would be impracticable, as their ceiling height and floor capacity would be of no avail.

Here we see great stacks of flour—150-pound sacks stored thirteen sacks high; and cased goods fourteen and fifteen cases high. What would it cost to pile this by hand? It is sufficient to say that the cost would be prohibitive.

Tiering machines and special type electric conveyors have overcome this problem. Two men with a modern tiering machine or conveyor can accomplish what it would ordinarily require six men to do by hand. Another great factor in the handling of merchandise by machinery is the elimination of damage and breakage so frequent in ordinary handling with a case hook in the hands of an unskilled or careless laborer.

Millions of cubic feet of storage space are a dead loss because they are never used—because they cannot be reached by hand.

Two and five-ton electric tractor cranes are used in lifting and conveying large cases. As we see them traveling rapidly about the bases we are reminded of the old picture in our geographies of an elephant carrying a great log by his trunk. In a similar manner

these huge tractors pick up cases of automobiles, airplanes, motors, etc.

The three double-deck piers at the Brooklyn base are all equipped with the most modern material handling machinery.

On the lower deck of each pier is a double track running the entire length of the pier and making direct connection with the classification yard. A steel beam and walkway is built above the roof to attach the necessary tackle for the operation of whatever freight handling machinery may be required.

Six large automatic freight elevators are installed at present. Provisions have been made for six more.

Double-leaf vertical lift folding doors are provided for the sixty-one openings between columns on each side of the pier, both on upper and lower decks.

A sufficient number of portable electric donkey engines is provided for each pier; these, together with the other material handling machinery on the piers, permits the loading or unloading of ships entirely independent of such equipment as the vessels may carry.

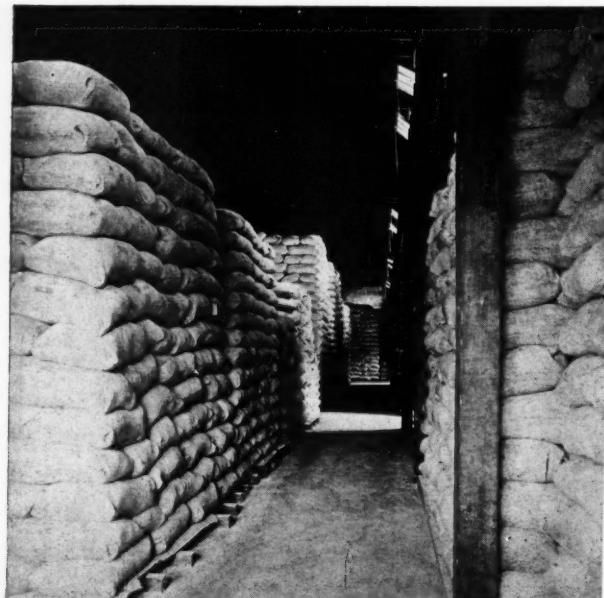
## Unload 1,500 Tons Per Hour

It has been estimated that with twelve ships alongside averaging five hatches per ship, with the facilities obtainable, it would be possible to load 1,500 tons per hour.

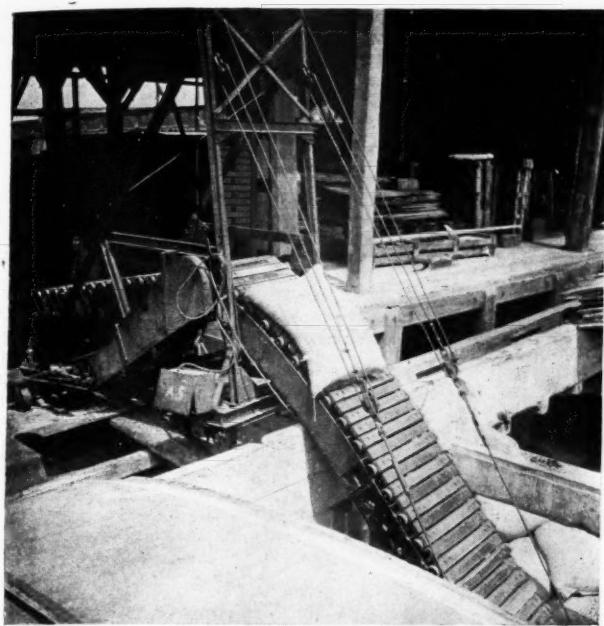
Great interest is being taken today throughout shipping circles in the development of Jamaica Bay and Staten Island. The City of New York has under consideration the development of port terminals at these places. It is hoped that the original plans for the antiquated, impracticable piers and warehouses will give way to the more modern and efficient type of construction used at the Brooklyn Army Base. The commercial interests of this Port have much at stake, and unless piers are built here to meet their demands the business will go elsewhere. Business men today are studying more closely than ever the facilities of a concern soliciting their business. They know that, regardless of contract price, unless a concern has up-to-date and modern equipment it cannot give service.

Provision has been made in the construction of the Army warehouses in Brooklyn for the installation of spiral chutes. The value of these chutes was clearly demonstrated at the Bush terminal at the time the Government was operating that plant. The daily average of two spiral chutes in one building was 4,500 cases, weighing about 125 pounds each. The portable gravity conveyor used in conjunction with these spiral chutes diverts the cases to three or four loading points.

Behind Building "B" at the Brooklyn base is an enormous railroad classification yard with a capacity of 1,300 cars. There is sufficient trackage to spot 179 cars for unloading at one time. The yard makes direct connection with the Long Island Railroad float budes at Sixtieth street, or with the New York, New Haven & Hartford and Pennsylvania Railroads over the Hell Gate Connecting Bridge.



*Only the electric tiering machine can store flour in this way—floor capacity a minor detail—Government warehouse at Kearny, N. J.*



*The electric conveyor, with one operation which would require five operations by hand, unloads oats from barge-hold to bulkhead at Port Newark*

Each of the three large Army bases has its own railroad yard and switch engines to spot cars and to handle traffic within the base.

The problem of handling freight delivered by motor truck was solved at Brooklyn by the erection of an enormous truck platform. It is possible to bring to the platform more than 200 trucks at one time. The average amount of time required to unload a five-ton truck is 30 minutes. Warehouse "A" has space on the First Avenue side for unloading 80 trucks; on the 59th Street side, space for unloading 20 trucks. Provision has been made for the installation of whip hoists if found necessary. In Warehouse "B" there are unloading accommodations for 128 trucks. Covered platforms have been provided for the handling of freight delivered by truck in inclement weather.

#### Port Newark and Kearny

The commodities in general stored at the Brooklyn base are for the most part easy to handle, but at Kearny and Port Newark a very different condition prevails. These bases were designed to handle heavy and bulky commodities; therefore a site was selected where ground values permitted the spreading of storage facilities over a great area. We have considered the type of warehouse used; but do not overlook the serviceability of the open shed which has been used in storing forage, motors and general supplies, such as plumbing material, fittings and so on.

Kearny, N. J., was designed as an engineer depot and the quantities of railway equipment stored there are enormous—everything from a railroad spike to a locomotive, boxed and ready for overseas. Practically all of this material is stored in open storage or on the "Farm." All of these commodities are extremely heavy and bulky and require the most modern handling machinery.

Throughout the base the most generally used machine is the 15-ton Brown locomotive crane. The accompanying photograph gives some idea of the manner in which 85-lb. rails are handled and stored.

It is estimated that there is on storage at this base 215,000 tons of steel rail, frogs, switches and railroad track equipment. The majority of this material reaches Kearny on lighters and is loaded at the bulkhead on flat cars for distribution in the storage yard. The unloading is handled by stiff-legged derricks varying from 15 to 65 tons in capacity. It is not hard for us to realize how impossible it would be to operate without the aid of these derricks and heavy handling machinery. A large amount of ordnance and signal corps material has been returned from overseas and by means of locomotive derricks it is possible to stack these crates sixty feet high, thereby economizing on storage space.

#### A Way of Handling Freight of Every Kind

One of the most ingenious and efficient operations is the unloading of oats or sacked material. By means of the Brown portable electric conveyor it is possible to unload material from the hold of a barge, and load aboard a trackless train, with four men. Owing to the depth of the hold, without this machinery it would require eight to ten men to accomplish one-half the work.

This machine is operated in conjunction with a gravity conveyor. The sacks move up from the hold and pass on down the conveyor to the trackless train waiting for its load. There is a steady flow of goods; no congestion, no confusion and no loss through careless handling.

Further on along the bulkhead we find a lighter of steel billets, heavy artillery, boxed guns and merchandise of very heavy character. This is unloaded equally as expeditiously by means of the locomotive crane



*A 15-ton locomotive crane unloading and piling steel rails at Kearny, N. J.—Even space between tracks at this base is used for storage*



*Yes, Uncle Sam used trailers—wide distribution platform on level with car floor allows for free use of those vehicles—These warehouses at the Port Newark Army Base are divided in sections by means of fire walls and self-closing fire doors—Each building is 1,100 ft. long and 150 ft. wide.*

which runs on the bulkhead. A few slings are placed around a big gun, the graphook is put in place and the gun is unloaded in one minute from the lighter and placed aboard a freight car for storage on the farm. Here another crane comes along on a parallel track; the gun is unloaded and stored. In the case of steel billets, scrap iron, bars and so on an electric magnet is simply attached to the derrick or crane and, without slings or any handling, as much as 5 tons is picked up with one operation.

#### *In Conclusion*

Whatever you have to move, it can be done quicker and more economically by the use of modern labor-saving machinery. Necessity, so often the cause for the development of new methods, has again come forward to increase production in the world's industries. The problems are many and varied, but the largest of all stands out before us—transportation, the handling of raw materials and finished products.

We look at these great Army bases and marvel to think they sprang up from the ground in such a remarkably short space of time and in a period when the nation was operating under the stress of war and the shortage of labor. These contractors knew the value of labor-saving devices and it was their confidence in their equipment that permitted them to undertake the great tasks which were so successfully accomplished. Whether it was coaling transports or handling gravel and stone, care and consideration was given of the best facilities for speed and economy.

Today, these most modern plants fully equipped, are ours, to profit by the experience of a task well done. Let us give consideration to the methods employed by Uncle Sam in his greatest of undertakings, and profit by his experience. There is ever present, though we may not be handling the tonnage he was called upon to handle, the possibility of adopting, on a pro rata scale, the same efficient and economic methods by means of material handling machinery.

#### Warehouse Charges in Canada

TRAFFIC managers and the warehouse industry will find of interest an article on "Methods of Financing United States Trade With Canada," which, written by Vice Consul Frederick C. Robertson, at Ottawa, appears in "Commerce Reports" of Oct. 27. This article reads in part:

"It is not often that the banks in Canada accept consignment of goods from the United States, but it is understood that they are not unwilling to do so. Neither is it customary for parcels to be sent to local banks for delivery to consignee against payment or acceptance of draft. Such parcels should be sent to Canada by express, collect on delivery.

"Goods are placed in warehouses upon arrival in Canada and if there is delay in entering the shipments with the customs, storage charges are incurred. Unless the delay is the fault of the shipper, it is customary that the consignee meet these charges. The Canadian law provides no fine if the goods are not promptly entered, but after 30 days they may be legally disposed of by sale. If good reasons are offered to account for the delay, the goods are generally held for a longer period than 30 days, but in such cases additional storage charges must be met.

"The local banks will arrange for the storage and insuring

of goods, but they are not often called upon to perform such services. The rates for storage, insurance, drayage, etc., are practically the same as in the United States."

#### Co-operative Distribution

ECONOMY in distribution is the aim of a campaign under way in New Zealand with eleven farmers' co-operative associations as the participants. The plan is to have these organizations work together not only to take care of the purchasing phase of the farmers' needs but to handle also his commodities from production direct to consumer. According to "Commerce Reports," "the feeling is expressed on all sides in New Zealand that an eventual organization of co-operatives for the whole British Empire will be necessary to distribute the products with the least waste and to purchase the needs of the various parts of the Empire with the smallest loss."

The New Zealand Farmers' Co-operative Association at Canterbury, the leading co-operative society of the country, undertakes to supply its members with everything they require for household and domestic needs as well as their farming machinery and implements. General departments are maintained for supplying groceries and household provisions, hardware, drygoods and clothing, furniture and other necessities, with minimum cost of distribution.

# Stocks at Warehouses Reduced by Labor Unsettlement

(Continued from page 27)

new class of storage during October, a business heretofore not considered profitable. Due to the fact that the implement houses are overstocked, the dealers and manufacturers have had to engage space at public warehouses. The implements are being stowed on the square foot basis, whereas, in contrast, the warehousemen in virtually all other sections accept implements at a seasonable rate—a method of charging which allowed little profit for the warehouseman.

One of the largest warehouses at Birmingham has also opened several new accounts during the month—for storing and distributing soaps, soap powder, chemicals, carbide and lubricants.

At Kansas City the warehouses are slightly better filled than a month ago, the proportion in October being about 85 per cent of capacity. A substantial part of this space will soon be devoted to the housing of general commodities, particularly potatoes from the North, for distribution in that territory.

## Movement of Commodities

The class of merchandise receiving the largest movement through warehouses in the United States today follows:

**WEST**—Canned goods, chocolate coating, olive oil, lard substitutes, general foodstuffs, iron and steel products.

**CENTRAL WEST**—Canned goods, lard substitutes, soaps, raisins, furniture, agricultural implements, general machinery, stoves, sleds, enamelware, sheet iron, pipes and tile.

**SOUTHWEST**—Coffee, rice, sugar, tobacco, canned goods, cereals, paper, furniture and hardware.

**EAST**—Tobacco, paper, coffee, cotton and woolen goods, soaps, flour, cereals, cooking fats, whisky, hay, furniture, farm machinery, shoe polish, woodpulp and cement. A large proportion of the commodities handled in largest quantities in the East are being exported.

**CANADA**—Merchandise warehouse facilities are approximately 70 per cent occupied, according to reports received from warehousemen at East Toronto, Hamilton, Ont., and Vancouver, B. C. This percentage is approximately the same as that of September. As with many sections of the United States, the jobbers, wholesalers and retailers in Canada are unable to obtain large enough stocks to supply their customers.

While there has been a material change for the better in regard to the labor situation in Canada, many sections are still bothered to a certain extent. Tea and coffee and other general foodstuffs are receiving the largest movement, these commodities being shipped particularly to the prairies and to the far West. The merchandise warehousemen are confronted with three problems—securing of sufficient business to enable them to realize a profit on their investment; high cost of operations as compared with the charges; and inefficient service furnished by the railroads, due to shortage of car equipment.

An analysis of the "warehouse space occupied" situation shows that the East leads with 85.6 per cent. In the central West the figure is 83.9 per cent; South, 77.5 per cent; West, 76 per cent; South, 72.1 per cent.

The table following gives the percentage of warehouse space occupied at the various cities, compiled from statistics received from warehousemen located in the cities listed, and also the percentage of space occupied during September:

	October	September
<b>WEST</b>		
Alhambra, Cal. ....	75	...
Butte, Mont. ....	...	90
Boise, Idaho ....	75	...
Denver, Colo. ....	80	75
Oakland, Cal. ....	95	80
Omaha, Neb. ....	75	...
Portland, Ore. ....	60	100
Salt Lake City, Utah. ....	85	70
San Francisco, Cal. ....	83	...
<b>CENTRAL WEST</b>		
Canton, Ohio ....	90	...
Cleveland, Ohio ....	75	...
Columbus, Ohio ....	75	...
Indianapolis, Ind. ....	80	...
Davenport, Iowa ....	100	100
Kansas City, Mo. ....	85	67.5
Mansfield, Ohio ....	100	100
Sault Ste. Marie, Mich. ....	90	...
St. Louis, Mo. ....	90	100
St. Paul, Minn. ....	78	90
Zanesville, Ohio ....	75	...
<b>SOUTHWEST</b>		
Austin, Tex. ....	50	...
El Paso, Tex. ....	85	85
Fort Worth, Tex. ....	80	90
New Orleans, La. ....	60	62.5
San Antonio, Tex. ....	90	95
<b>EAST</b>		
Baltimore, Md. ....	77.7	80.6
Boston, Mass. ....	88	90
Bridgeport, Conn. ....	95	...
Burlington, Vt. ....	90	...
Lebanon, Pa. ....	90	...
New York, N. Y. ....	76.5	81
Philadelphia, Pa. ....	90	70
Scranton, Pa. ....	70	...
<b>SOUTH</b>		
Birmingham, Ala. ....	90	...
Richmond, Va. ....	65	...

## Krutschmitt on Freight Rates

Julius Krutschmitt, president of Southern Pacific, in a letter to Chairman Esch of House Committee on Interstate Commerce, denies freight rate advances are responsible for increased living cost, according to Dow, Jones and Company. He pointed out that the average value per ton of "freight originated" has advanced from \$56 in 1914 to \$119 in 1919, or an increase of \$63 a ton, while freight rate per ton increased in same period from \$2 to \$2.80, or only 80 cents, 1.3 per cent of total cost increase. Percentage of freight charge to value of tonnage shipped declined from 3.6 per cent in 1914 to 2.4 per cent in 1919.

## WAREHOUSE CHAIN FORMED BY BANKS

**Capital of \$500,000 to Finance Merchandise Storage Plants in Many Cities**

NEW YORK, Oct. 27—The Independent Warehouses, Inc., New York, has been organized by the Guaranty Trust Co. and the Liberty National Bank, both of New York, with a paid capital of \$500,000, to fill an existing need for the scientific storing and financing of cotton, wool, silk and various other commodities which are stored in large volume.

It is the purpose of the organization to acquire and operate an extensive chain of warehouses to be located at the important ports of entry of the United States and throughout the chief industrial and agricultural centers of the country.

Although the Independent organization has been in operation only a short time it has acquired and is operating eight bonded and free warehouses—seven in the Metropolitan district of New York and one in Hoboken, N. J. All of these warehouses are convenient to railroad terminals, and within the free lighterage limits of the New York harbor. The total capacity of these eight warehouses is 625,000 square feet of space. These facilities, however, will be greatly increased as the investigation work now being carried on by the company in all parts of the country, is completed and additional warehouses provided.

To expand further the company's activities, investigations are being conducted to acquire fireproof warehouses adjacent to either railroad or water facilities at Norfolk, Boston, New Orleans, Savannah and Memphis. It is expected the company will have acquired warehouse facilities at each of these cities within a short time and thus add to its chain of eight warehouses already in operation.

Each of the warehouses which the company will control is to be of fireproof construction, equipped with modern devices, such as automatic sprinkler systems, and labor-saving machinery for the handling of merchandise efficiently and economically. Every plant will be operated by a standard system which has been worked out by the heads of the company—a system designed to be received with satisfaction on the part of the manufacturer, shipper and others dealing with the Independent Warehouses. Further details of this system, to be published in a later issue of DISTRIBUTION & WAREHOUSING indicate that the company is headed by men who have made a study of the warehouse industry and who see the wonderful opportunity the business offers today. The company already has a large sales force at work in the Metropolitan district and adjacent territory, calling on the large manufacturers, shippers, etc., and pointing out the advantages of the service offered.

The officers of the company are Eugene

W. Stetson, president; James L. O'Neill, vice president; Frank E. Spencer, vice president; John P. Maguire, vice president, and Willis C. Bright, secretary and treasurer. All of these are or were officers of the Guaranty Trust Co. and the Liberty National Bank with the exception of Mr. Spencer, who resigned a responsible position with the Carnegie Steel Co. to accept a vice presidency of the Independent Warehouses, Inc.

## TRAFFIC EXECUTIVES SHOULD STUDY RATES

WASHINGTON, Oct. 7—In a statement expressing the attitude of the United States Railroad Administration toward freight rate increases, Walker D. Hines says there will be no readjustment of rates prior to Jan. 1, and he adds that "any new basis to be established for the future should naturally be considered not from the standpoint of unified operation of all the railroads but to a greater extent from the standpoint of the necessities of the separate railroads. In this connection, he explains that "a rate adjustment which might fully protect the Government when operating all the railroads as a unit might hardly be fair to protect equally or fairly the different railroads when separately operated."

Mr. Hines says the situation must be handled in accordance with the two following conditions:

"First: The question of an increase in rates could not properly be considered on the exclusive basis of the unfavorable showing which the Railroad Administration was making in the early part of this year, because that showing was very largely due to an abnormally small freight business, so that the results of that period could not fairly be taken as a test for making increases in rates. Necessarily, therefore, it seemed to me that the formulation of any proposal for a general increase in rates would have to await a better opportunity for making an estimate as to what the earning capacity would be under normal conditions. I have been increasingly confirmed in this opinion by the various developments which have taken place.

"Second: It has seemed to me that the public would not be satisfied under existing conditions to have any general increase in rates put into effect without the concurrence of the Interstate Commerce Commission. The public sentiment to this effect has been manifested in many ways throughout the year and has been emphasized by the recent passage by the two Houses of Congress of bills providing that there shall be an opportunity to review any rates proposed by the Railroad Administration before those rates shall go into effect. It follows, therefore, that time and opportunity must be provided for public consideration by the regular rate-making authority of any rate proposals now made."

## WAREHOUSES REJECT LIQUOR STORAGE

PITTSBURGH, Oct. 21—Pressure is being brought to bear on some of the Pittsburgh warehouses to accept whisky for storage in bond. As a rule the warehouses are rejecting this class of business, first because of the uncertainty of the liquor situation and second because space is already filled to capacity.

## BILL TO INVESTIGATE R. R. WAREHOUSES

**Port Storage Facilities Would Be Probed Under Legislation Proposed to Congress**

WASHINGTON, Oct. 7—A bill under which the Interstate Commerce Commission would be authorized and directed to conduct investigations and issue orders relative to railroad warehouse facilities at Atlantic, Gulf and Pacific Coast ports was introduced in the Senate today by Senator Nelson. The Minnesota legislator acted at the request of the Railroad and Warehouse Commission of his home state.

The object of the proposed legislation is to relieve shortage of cars by the erection of grain elevators or warehouses at the coast ports. In a letter to Senator Nelson the Minnesota commission sets forth that "never in the history of our state have we had the trouble we have had this year. Grain has been threshed and dumped on the ground on account of the shortage of cars. Thousands of bushels of potatoes have also been dumped in places where it was impossible to get cars, and if we had an early frost, hundreds of thousands of dollars' worth of potatoes would have been spoiled."

The bill (S. 3183) introduced by Senator Nelson reads:

"Be it enacted by the Senate and House of Representatives of the United States of America, in Congress assembled, that the Interstate Commerce Commission is hereby authorized and directed to investigate the warehouse facilities of the various common carriers by railroad at the several ports on the Atlantic, Pacific and Gulf coasts at which such carriers have trackage, for the purpose of determining whether each of said carriers has warehouse facilities proper and adequate for the prompt and efficient handling of all grain and grain products transported by such carrier to such ports for export.

"Sec. 2. That in making such investigation public hearings shall be held, of which interested parties shall be given notice and at which they shall have an opportunity to be heard.

"Sec. 3. That if, upon such investigation, it shall be found that such warehouse facilities of any such carrier or carriers are not adequate for the purposes mentioned, then and in that event said commission is authorized and directed to determine what new facilities or additions to existing facilities will be reasonably necessary for such purposes and to make proper orders requiring said carrier or carriers to erect such new warehouses or to make such additions to existing warehouses as are so determined to be necessary.

"Sec. 4. That the said commission shall have authority to fix reasonable charges for the storage of grain and grain products in all such warehouses owned or operated by such carriers."

## N. J. WAREHOUSEMEN STANDARDIZE RECEIPT

### Furniture Movers Adopt Also "Declaration of Value" Clause in Contracts

NEWARK, N. J., Oct. 3—Standardization of warehouse receipts was discussed by the New Jersey Furniture Warehousemen's Association at its September meeting here. A uniform methods committee previously organized submitted a form of receipt and directed special attention to the wording in order to conform to the change from the "limitation of liability" clause to the "declaration of value" clause. The committee advised that across the wording of the receipt should be printed, preferably in red ink, the caption, NON-NEGOTIABLE. The standard receipt recommended by the committee is shown in the following box:

Received for the account.....  
the goods enumerated in the schedule  
annexed upon the following  
CONDITIONS

Goods stored at owner's risk of damage by moth, rust, fire or deterioration by time.

The Warehouse is not responsible for injury to fragile articles that are not packed or that are packed or unpacked by others than the employees of the Warehouse.

The Owner of the goods declares that the value in case of loss or damage for each or any piece or package and the contents thereof, does not exceed \$50.00.

The Owner has the option of paying a higher rate, without limitation as to value, in case of loss or damage from causes which would make the Company liable, but agrees to the specified valuation named, in case of loss or damage from causes which would make the Company liable, because of the lower rate thereby accorded.

All dues must be paid before the delivery or transfer of goods and no transfer will be recognized unless entered on the books of the Warehouse.

**NO PERSON IS AUTHORIZED TO MAKE ANY OTHER AGREEMENT OR CONDITION ON BEHALF OF THIS WAREHOUSE.**

The committee cautioned the warehousemen "against placing in their storage receipts any phrasing or wording which may involve any unnecessary trouble." It was explained that some warehousemen state on their warehouse receipts that receipts must be surrendered before the goods will be delivered. The committee reported that "this is unnecessary, and its use might cause complications, and we therefore advise against the addition of further matter to the receipt."

In connection with the "declaration of value" clause it was recommended that this clause be printed in regular form in all contracts and removal orders whether in or out of storage or from house to house and whether in local or inter-city

moving. The owner or agent should sign the contract in duplicate, keeping a copy, thereby making the contract legal and understood by the client. The committee's report continues:

"It has been found that the Warehouse has no right to limit its liability, but where the client agrees to a limited amount, say \$50.00 per case, as shown by the following forms, the owner or agent is agreeing to the value and the form acts as a contract. We are informed that we are protected by the Declaration of Value Clause, as a decision has been handed down in favor of the Adams Express Company who use the same clause.

"We would recommend that should the client refuse to sign the contract, declaring the value, that we refuse to handle the goods. The forms above referred to are now in use by some of our members and copies may be had by applying to the secretary.

"It has been recommended that all members secure a signed contract before moving household goods in or out of storage or from house to house, whether local or inter-city moving.

T. L. Morton, Charles Milbauer and W. T. Bostwick were appointed as the association's committee to attend the conference to discuss organization of a national association of furniture warehousemen. Willard Eldredge, R. T. Blauvelt and H. J. Hunt were appointed alternates.

## HINES ASKS GREATER FREIGHT EFFICIENCY

WASHINGTON, Oct. 10—The distribution phase of the nation's transportation facilities is receiving the attention of the United States Railroad Administration. Instructions have been issued to all regional directors to make prompt delivery to connections, to make early deliveries at freight houses and team tracks, and to reduce the number of freight cars exclusively for railroad business so they may be made available for use in carrying commodities necessary to the prosperity of the country.

Walker D. Hines, director general, has issued an appeal to all shippers and receivers of freight to redouble their efforts to promote freight car efficiency. His statement says shippers can assist "by loading all cars to full visible or carrying capacity; by prompt loading and release to the carrier; by ordering cars only when actually required; by eliminating the use of railway equipment in trap or transfer service when tonnage can be handled by motor truck or wagon; by reducing the diversion and reconsignment of cars to a minimum." Receivers of freight, the statement says, can assist "by prompt unloading of cars and notice thereof to the carrier; by ordering goods in quantities representing the full safe-carrying capacity of cars, disregarding trade units; by ordering from the nearest available source; by pooling orders so as to secure full carload." Mr. Hines adds: "A resumption of intensive loading will not merely reduce the number of cars under load but will also relieve congested terminals where it is a question of track room rather than of equipment."

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## NEW RATES GRANTED PACIFIC WAREHOUSES

### California Railroad Commission Authorizes Better Schedule for Twelve Companies

SAN FRANCISCO, Oct. 10—The State Railroad Commission has authorized twelve warehouse companies to increase charges for handling, weighing and storing commodities at their plants in Oakland, Sacramento and San Francisco. The advances became effective on Oct. 7, and simultaneously the warehouse labor was granted an increase of \$1 a day for each man. The companies which are beneficiaries of the Commission's order, granted after hearings conducted upon their application for the right to make higher charges, are: Associated Terminals Co., Haslett Warehouse Co., Hutton Warehouse, Peninsula Warehouse, San Francisco Warehouse Co., Sea Wall U. S. Bonded Warehouse, South End Warehouse Co., Vallejo Bonded & Free Warehouses, De Pue Warehouse Co., Turner-Whittell Warehouse, Natoma Warehouses, Lawrence Warehouse Co.

The commission in its order found that the rates which heretofore had been charged were "unjust, unreasonable and non-compensatory." The new schedule authorized by the Commission follows:

"For handling and weighing commodities at warehouse—25 per cent above present charges.

"For all special service not otherwise specified—\$1.00 per hour per man.

"For storage—5 cents per ton (40 cu. ft. or 2,000 lbs., whichever produces the greater revenue), in addition to present charges.

"For the rental of space—½ cent per sq. ft. per month in addition to the present rates, including modification of sq. ft. space and minimum charges now in effect, as set forth in the application.

"Minimum labor charges per lot—25 cents.

"Minimum storage charge for each item of any account—20 cents per month.

"Minimum monthly charge to one account for storage and handling—\$1.00."

## SOUTHERN CONVENTION HAS BEEN DEFERRED

ATLANTA, Ga., Oct. 10—Announcement is made by T. F. Catheart, secretary and treasurer of the Southern Furniture Warehousemen's Association, that this organization's convention, to have been held in November, has been postponed until February 10, 11 and 12. The meeting is to take place at Jacksonville, Fla.

## NEW COLD STORAGE PLANT

PHILADELPHIA, Oct. 3—Additions to the cold storage and ice manufacturing plants of the Atlantic Ice & Coal Corporation are to be erected at Atlanta and other cities and at Montgomery, Ala., and Nashville, Tenn., at an aggregate cost of \$500,000.

## WAREHOUSE CHAIN FORMED BY BANKS

### Capital of \$500,000 to Finance Merchandise Storage Plants in Many Cities

NEW YORK, Oct. 27—The Independent Warehouses, Inc., New York, has been organized by the Guaranty Trust Co. and the Liberty National Bank, both of New York, with a paid capital of \$500,000, to fill an existing need for the scientific storing and financing of cotton, wool, silk and various other commodities which are stored in large volume.

It is the purpose of the organization to acquire and operate an extensive chain of warehouses to be located at the important ports of entry of the United States and throughout the chief industrial and agricultural centers of the country.

Although the Independent organization has been in operation only a short time it has acquired and is operating eight bonded and free warehouses—seven in the Metropolitan district of New York and one in Hoboken, N. J. All of these warehouses are convenient to railroad terminals, and within the free lighterage limits of the New York harbor. The total capacity of these eight warehouses is 625,000 square feet of space. These facilities, however, will be greatly increased as the investigation work now being carried on by the company in all parts of the country, is completed and additional warehouses provided.

To expand further the company's activities, investigations are being conducted to acquire fireproof warehouses adjacent to either railroad or water facilities at Norfolk, Boston, New Orleans, Savannah and Memphis. It is expected the company will have acquired warehouse facilities at each of these cities within a short time and thus add to its chain of eight warehouses already in operation.

Each of the warehouses which the company will control is to be of fireproof construction, equipped with modern devices, such as automatic sprinkler systems, and labor-saving machinery for the handling of merchandise efficiently and economically. Every plant will be operated by a standard system which has been worked out by the heads of the company—a system designed to be received with satisfaction on the part of the manufacturer, shipper and others dealing with the Independent Warehouses. Further details of this system, to be published in a later issue of DISTRIBUTION & WAREHOUSING indicate that the company is headed by men who have made a study of the warehouse industry and who see the wonderful opportunity the business offers today. The company already has a large sales force at work in the Metropolitan district and adjacent territory, calling on the large manufacturers, shippers, etc., and pointing out the advantages of the service offered.

The officers of the company are Eugene

W. Stetson, president; James L. O'Neill, vice president; Frank E. Spencer, vice president; John P. Maguire, vice president, and Willis C. Bright, secretary and treasurer. All of these are or were officers of the Guaranty Trust Co. and the Liberty National Bank with the exception of Mr. Spencer, who resigned a responsible position with the Carnegie Steel Co. to accept a vice presidency of the Independent Warehouses, Inc.

## TRAFFIC EXECUTIVES SHOULD STUDY RATES

WASHINGTON, Oct. 7—In a statement expressing the attitude of the United States Railroad Administration toward freight rate increases, Walker D. Hines says there will be no readjustment of rates prior to Jan. 1, and he adds that "any new basis to be established for the future should naturally be considered not from the standpoint of unified operation of all the railroads but to a greater extent from the standpoint of the necessities of the separate railroads. In this connection, he explains that "a rate adjustment which might fully protect the Government when operating all the railroads as a unit might hardly be fair to protect equally or fairly the different railroads when separately operated."

Mr. Hines says the situation must be handled in accordance with the two following conditions:

"First: The question of an increase in rates could not properly be considered on the exclusive basis of the unfavorable showing which the Railroad Administration was making in the early part of this year, because that showing was very largely due to an abnormally small freight business, so that the results of that period could not fairly be taken as a test for making increases in rates. Necessarily, therefore, it seemed to me that the formulation of any proposal for a general increase in rates would have to await a better opportunity for making an estimate as to what the earning capacity would be under normal conditions. I have been increasingly confirmed in this opinion by the various developments which have taken place.

"Second: It has seemed to me that the public would not be satisfied under existing conditions to have any general increase in rates put into effect without the concurrence of the Interstate Commerce Commission. The public sentiment to this effect has been manifested in many ways throughout the year and has been emphasized by the recent passage by the two Houses of Congress of bills providing that there shall be an opportunity to review any rates proposed by the Railroad Administration before those rates shall go into effect. It follows, therefore, that time and opportunity must be provided for public consideration by the regular rate-making authority of any rate proposals now made."

## WAREHOUSES REJECT LIQUOR STORAGE

PITTSBURGH, Oct. 21—Pressure is being brought to bear on some of the Pittsburgh warehouses to accept whisky for storage in bond. As a rule the warehouses are rejecting this class of business, first because of the uncertainty of the liquor situation and second because space is already filled to capacity.

## BILL TO INVESTIGATE R. R. WAREHOUSES

### Port Storage Facilities Would Be Probed Under Legislation Proposed to Congress

WASHINGTON, Oct. 7—A bill under which the Interstate Commerce Commission would be authorized and directed to conduct investigations and issue orders relative to railroad warehouse facilities at Atlantic, Gulf and Pacific Coast ports was introduced in the Senate today by Senator Nelson. The Minnesota legislator acted at the request of the Railroad and Warehouse Commission of his home state.

The object of the proposed legislation is to relieve shortage of cars by the erection of grain elevators or warehouses at the coast ports. In a letter to Senator Nelson the Minnesota commission sets forth that "never in the history of our state have we had the trouble we have had this year. Grain has been threshed and dumped on the ground on account of the shortage of cars. Thousands of bushels of potatoes have also been dumped in places where it was impossible to get cars, and if we had an early frost, hundreds of thousands of dollars' worth of potatoes would have been spoiled."

The bill (S. 3183) introduced by Senator Nelson reads:

"Be it enacted by the Senate and House of Representatives of the United States of America, in Congress assembled, that the Interstate Commerce Commission is hereby authorized and directed to investigate the warehouse facilities of the various common carriers by railroad at the several ports on the Atlantic, Pacific and Gulf coasts at which such carriers have trackage, for the purpose of determining whether each of said carriers has warehouse facilities proper and adequate for the prompt and efficient handling of all grain and grain products transported by such carrier to such ports for export.

"Sec. 2. That in making such investigation public hearings shall be held, of which interested parties shall be given notice and at which they shall have an opportunity to be heard.

"Sec. 3. That if, upon such investigation, it shall be found that such warehouse facilities of any such carrier or carriers are not adequate for the purposes mentioned, then and in that event said commission is authorized and directed to determine what new facilities or additions to existing facilities will be reasonably necessary for such purposes and to make proper orders requiring said carrier or carriers to erect such new warehouses or to make such additions to existing warehouses as are so determined to be necessary.

"Sec. 4. That the said commission shall have authority to fix reasonable charges for the storage of grain and grain products in all such warehouses owned or operated by such carriers."

## N. J. WAREHOUSEMEN STANDARDIZE RECEIPT

### Furniture Movers Adopt Also "Declaration of Value" Clause in Contracts

NEWARK, N. J., Oct. 3—Standardization of warehouse receipts was discussed by the New Jersey Furniture Warehousemen's Association at its September meeting here. A uniform methods committee previously organized submitted a form of receipt and directed special attention to the wording in order to conform to the change from the "limitation of liability" clause to the "declaration of value" clause. The committee advised that across the wording of the receipt should be printed, preferably in red ink, the caption, NON-NEGOTIABLE. The standard receipt recommended by the committee is shown in the following box:

Received for the account.....  
the goods enumerated in the schedule  
annexed upon the following  
CONDITIONS

Goods stored at owner's risk of damage  
by moth, rust, fire or deterioration  
by time.

The Warehouse is not responsible for  
injury to fragile articles that are not  
packed or that are packed or un-  
packed by others than the employees  
of the Warehouse.

The Owner of the goods declares that  
the value in case of loss or damage  
for each or any piece or package and  
the contents thereof, does not exceed  
\$50.00.

The Owner has the option of paying a  
higher rate, without limitation as to  
value, in case of loss or damage from  
causes which would make the Company  
liable, but agrees to the specified  
valuation named, in case of loss or  
damage from causes which would  
make the Company liable, because of  
the lower rate thereby accorded.

All dues must be paid before the de-  
livery or transfer of goods and no  
transfer will be recognized unless en-  
tered on the books of the Warehouse.

**NO PERSON IS AUTHORIZED TO  
MAKE ANY OTHER AGREEMENT  
OR CONDITION ON BEHALF OF  
THIS WAREHOUSE.**

The committee cautioned the warehousemen "against placing in their storage receipts any phrasing or wording which may involve any unnecessary trouble." It was explained that some warehousemen state on their warehouse receipts that receipts must be surrendered before the goods will be delivered. The committee reported that "this is unnecessary, and its use might cause complications, and we therefore advise against the addition of further matter to the receipt."

In connection with the "declaration of value" clause it was recommended that this clause be printed in regular form in all contracts and removal orders whether in or out of storage or from house to house and whether in local or inter-city

moving. The owner or agent should sign the contract in duplicate, keeping a copy, thereby making the contract legal and understood by the client. The committee's report continues:

"It has been found that the Warehouse has no right to limit its liability, but where the client agrees to a limited amount, say \$50.00 per case, as shown by the following forms, the owner or agent is agreeing to the value and the form acts as a contract. We are informed that we are protected by the Declaration of Value Clause, as a decision has been handed down in favor of the Adams Express Company who use the same clause.

"We would recommend that should the client refuse to sign the contract, declaring the value, that we refuse to handle the goods. The forms above referred to are now in use by some of our members and copies may be had by applying to the secretary.

"It has been recommended that all members secure a signed contract before moving household goods in or out of storage or from house to house, whether local or inter-city, moving.

T. L. Morton, Charles Milbauer and W. T. Bostwick were appointed as the association's committee to attend the conference to discuss organization of a national association of furniture warehousemen. Willard Eldredge, R. T. Blauvelt and H. J. Hunt were appointed alternates.

## HINES ASKS GREATER FREIGHT EFFICIENCY

WASHINGTON, Oct. 10—The distribution phase of the nation's transportation facilities is receiving the attention of the United States Railroad Administration. Instructions have been issued to all regional directors to make prompt delivery to connections, to make early deliveries at freight houses and team tracks, and to reduce the number of freight cars exclusively for railroad business so they may be made available for use in carrying commodities necessary to the prosperity of the country.

Walker D. Hines, director general, has issued an appeal to all shippers and receivers of freight to redouble their efforts to promote freight car efficiency. His statement says shippers can assist "by loading all cars to full visible or carrying capacity; by prompt loading and release to the carrier; by ordering cars only when actually required; by eliminating the use of railway equipment in trap or transfer service when tonnage can be handled by motor truck or wagon; by reducing the diversion and reconsignment of cars to a minimum." Receivers of freight, the statement says, can assist "by prompt unloading of cars and notice thereof to the carrier; by ordering goods in quantities representing the full safe-carrying capacity of cars, disregarding trade units; by ordering from the nearest available source; by pooling orders so as to secure full carload." Mr. Hines adds: "A resumption of intensive loading will not merely reduce the number of cars under load but will also relieve congested terminals where it is a question of track room rather than of equipment."

## NEW RATES GRANTED PACIFIC WAREHOUSES

### California Railroad Commission Authorizes Better Schedule for Twelve Companies

SAN FRANCISCO, Oct. 10—The State Railroad Commission has authorized twelve warehouse companies to increase charges for handling, weighing and storing commodities at their plants in Oakland, Sacramento and San Francisco. The advances became effective on Oct. 7, and simultaneously the warehouse labor was granted an increase of \$1 a day for each man. The companies which are beneficiaries of the Commission's order, granted after hearings conducted upon their application for the right to make higher charges, are: Associated Terminals Co., Haslett Warehouse Co., Hutton Warehouse, Peninsula Warehouse, San Francisco Warehouse Co., Sea Wall U. S. Bonded Warehouse, South End Warehouse Co., Vallejo Bonded & Free Warehouses, De Pue Warehouse Co., Turner-Whittell Warehouse, Natoma Warehouses, Lawrence Warehouse Co.

The commission in its order found that the rates which heretofore had been charged were "unjust, unreasonable and non-compensatory." The new schedule authorized by the Commission follows:

"For handling and weighing commodities at warehouse—25 per cent above present charges.

"For all special service not otherwise specified—\$1.00 per hour per man.

"For storage—5 cents per ton (40 cu. ft. or 2,000 lbs., whichever produces the greater revenue), in addition to present charges.

"For the rental of space— $\frac{1}{2}$  cent per sq. ft. per month in addition to the present rates, including modification of sq. ft. space and minimum charges now in effect, as set forth in the application.

"Minimum labor charges per lot—25 cents.

"Minimum storage charge for each item of any account—20 cents per month.

"Minimum monthly charge to one account for storage and handling—\$1.00."

## SOUTHERN CONVENTION HAS BEEN DEFERRED

ATLANTA, Ga., Oct. 10—Announcement is made by T. F. Cathcart, secretary and treasurer of the Southern Furniture Warehousemen's Association, that this organization's convention, to have been held in November, has been postponed until February 10, 11 and 12. The meeting is to take place at Jacksonville, Fla.

## NEW COLD STORAGE PLANT

PHILADELPHIA, Oct. 3—Additions to the cold storage and ice manufacturing plants of the Atlantic Ice & Coal Corporation are to be erected at Atlanta and other cities and at Montgomery, Ala., and Nashville, Tenn., at an aggregate cost of \$500,000.

## COLD STORAGE ACT TO REGULATE SHIPPING

**Meats, Eggs, Cheeses and Other Commodities Will Require Container Markings**

WASHINGTON, Oct. 24—The cold storage bill prepared as a result of President Wilson's statement of the need for such legislation is of interest to the warehouse industry and is summarized here-with. The statute probably will be enacted during the present extra session of Congress. The act is, to quote its own language, designed "to prevent hoarding and deterioration of, and deception with respect to, cold storage foods, to regulate shipments of cold storage foods in interstate commerce, and for other purposes."

No article which has been held in storage longer than twelve months may be lawfully carried in trade between the states except and unless the Secretary of Agriculture has granted an extension. All articles held in storage more than thirty days must be marked showing the time they went into storage and when they were taken out for shipment from one state to another. It is estimated that 90 per cent of articles put into cold storage are shipped in commerce between the states, so that for all practical purposes all such goods will have to be marked.

In the course of the discussion in the House, which was begun September 26, the question was asked as to whether the railroads would be responsible for the marking of goods transported in refrigerator cars. Representative Hutchinson of New Jersey, who was assuming the burden of explaining the bill, said those who used the cars would be responsible for the marking. That is to say, the packers of meats, the dairymen who ship cheese, and other shippers of perishable products will be held responsible for the observance of the law. That is to say, while the prospective law seems to say that the responsibility will rest on those transporting the goods, the transporting will be assumed as having been done by those who load the cold storage stuff into cars, and not the common carriers.

Fruits were exempted from the operation of the proposed law on the theory that a mere look at fruits will enable the purchaser to know whether what he is buying is good or bad, but that such inspection will not enable him to judge the quality of meats and other food products held in storage.

Cheese held for more than twelve months for ripening will not be subject to the ordinary rule that when an article has been held in storage for more than twelve months it is not fit for food.

Twelve months was fixed as the limit of the theory that nature reproduces most of the articles of vegetable food in that period and that the only function performed by the storage warehouse, cold or otherwise, is to hold food from one season to another. At first the idea was that ten months should be made the limit.

The House committee, in considering that point, came to the conclusion that a ten months' limit would force stored food on the market in goods not held in storage more than thirty days will be presumed to be fresh. The cases containing them must be marked, as, for instance, September 30, but the words "cold storage" need not be added. Nor need there be any date showing the time of removal from storage.

The House by a vote of 264 to 4 passed the bill on September 30, and sent it to the Senate. On October 2 it was referred by the Senate to the Senate Interstate Commerce committee.

## SUGAR STORAGE IN DENVER INCREASES

DENVER, Colo., Oct. 18.—Conditions in regard to purchase and storage of large merchandise stock by manufacturers, jobbers and retailers in the Denver district are considered normal on an average, by leading warehouse firms.

There is reported an extra heavy storage of sugar. One warehouse owner states that this commodity represents more than half of its 20 per cent increase in distributing activities during the past month. On the other hand, the storage of automobiles has been far below normal, as compared with pre-war years, because jobbers and dealers cannot get cars fast enough from the factories to fill orders and provide a surplus for storing.

In general, foodstuffs and household necessities are receiving the greatest movements. One big firm is handling more apples than anything else, as this is virtually the peak of the apple season.

While Northern and Southern Colorado are receiving the largest quantities of goods shipped out of Denver, this fact is regarded as having no special significance in this territory, because geographical conditions, size of towns and the general distribution of the state's rather small and widely scattered population make this a natural condition.

Leading warehouses are reported 90 to 95 per cent filled.

Labor conditions average favorable in respect to older employees, who remain steady and dependable; but considerable unrest is evident among new help needed to handle extra business.

## PENNSYLVANIA R. R. COMBINES WAREHOUSES

PITTSBURGH, Oct. 5—The Pennsylvania railroad has consolidated its warehouses at Harrisburg, Chicago, Cincinnati, Pittsburgh and other points into a single system and has selected Robert L. Spencer, superintendent of the road's Duquesne warehouse of this city, as superintendent of the new system. A Pennsylvania warehouse is being planned for New York. The Duquesne warehouse here, the Keystone warehouse at Harrisburg and the Western warehouse of Chicago enable the Pennsylvania railroad to offer for storage 868,000 square feet—enough for 2,800 carloads of freight.

## WAREHOUSE PLANS FOR SAN FRANCISCO

**Steamship Interests Co-operating in Financing Terminal and Industrial Development**

SAN FRANCISCO, Oct. 19.—The Parr Terminal Company has been formed for the construction and operation of terminal and industrial facilities on the Oakland or transcontinental side of the San Francisco Bay, California. Sixty-five acres of waterfront land has been leased from the City of Oakland on a long term lease and about half (30 acres) is being devoted to the building of piers, wharves, warehouses, transit sheds, storage and other terminal facilities. A 1,500-foot apron wharf has been constructed contiguous to deep water which, according to the terms of the lease, must be kept at a minimum depth of 30 feet at low tide. The wharf is double-tracked with heavy steel rails, with suitable spurs, switches and cross-overs every 500 feet for the rapid and convenient handling of cargoes and with connections made with the main line railways, it is now on an operating basis. Tracks are laid to the industrial plants already in operation and to the transit shed and warehouses in immediate prospect. Contracts have been let for the construction of a transit shed 120 x 500 feet extending along the apron wharf, to be completed by holiday season. A concrete warehouse with 60,000 square feet of floor space is to be erected in the near future, with others under contemplation.

Ultimate plans to be realized as fast as conditions warrant contemplate coal bunkers and various oil and other storage facilities and two piers each 550 feet wide and 2,000 feet long; the backbone of which will be a seven-story fireproof concrete warehouse, 140 feet wide, extending the whole length of the pier, and each one will be flanked by two-story freight sheds 120 by 2,000 feet in dimensions. These piers are to be separated from each other and from other constructions by 300 feet of water way, are to be constructed in units of six or eight hundred foot lengths, and each one is to be served by ten tracks capable of handling the largest cargoes with the greatest possible dispatch.

Thirty-five of the sixty-five acres (that portion farthest removed from the bulkhead) is divided into industrial sites, one-fifth of which are already occupied and now in operation.

The Parr Terminal Company is capitalized at \$2,000,000 and is organized, with the following constituting the personnel of its board of directors: George A. Armes, President, Moore Shipbuilding Co.; Capt. Robert Dollar, President, Robert Dollar Company; William J. Edwards, Norton, Lilly & Co.; S. M. Hauptman, Chas. R. McCormick & Co.; George W. Hendry, C. J. Hendry & Co.; A. F. Morrison, Morrison, Dunne & Brobeck, Attorneys; Fred D. Parr, President, Parr-McCormick Steamship Line.

## DISTRIBUTION POWER OF CHICAGO PACKERS

### Obtains Discriminations for Big Five, Federal Commission Says—Storage Control

WASHINGTON, Oct. 16—Of significant interest to traffic managers and the warehouse industry are sections of the Federal Trade Commission's report to President Wilson on its investigation of the meat industry, entitled "The Five Large Packers in Produce and Grocery Foods." The report charges that "the Big Five Chicago meat packers" have obtained substantial advantages over their competitors in the distribution of foods in less than carload quantities, and that nearly half the cold storage capacity of the country is operated by these packers.

The commission's report declares that the Big Five bid fair to dominate the wholesale grocery trade "in practically all the more important centers of distribution" and that the packers today handle more than 200 foods unrelated to the main industry of meat packing as either products or by-products." The report continues:

"Though expansion in distribution has already gone far and is therefore more apparent, the more marked and more significant movement just at present is in the manufacture of these specialty foods. More significant, because all that is manufactured by the packers will, in addition to what is purchased, be distributed by them and also because control over the distributive processes becomes more certain the nearer to the sources of production control reaches.

"In the shipment of less than carload quantities the packers have substantial advantages over their competitors in the distribution of foods, especially over the wholesalers of produce and of groceries. They consist in refrigerator service to towns which the wholesalers cannot reach as frequently with their perishables as the packers can, and in many cases can not reach at all. Non-perishable foods shipped in the packers' cars receive the same special service that is given fresh meats and is far superior to the box car service upon which jobbers must depend for such shipments.

"The packers have secured the adoption of highly favorable rules for mixed carloads of fresh meats and packing-house products against which no complaint is made; but in Official Classification territory especially, they have secured special rules permitting them to include in their mixture a great variety of goods, foreign to their slaughtering business, with resulting discriminations in service, as destructive to competitors as rate discriminations would be. Under special mixing rules the packers may ship groceries of almost every description under minimum load requirements from 6,000 to 10,000 pounds less than a jobber can ship the same goods. The jobber's minimum for a straight load of canned goods is 36,000 pounds, and any mixture containing such goods will have at least that high a minimum; the packers can ship any quality of canned goods in cars requiring a minimum of only 30,000 pounds; or in a fresh meat mixture requiring only 21,000 pounds charged at a fresh meat rate. If the grocer includes in his mixture rice or dried beans, his minimum rises to 40,000; the packer may include these in his car without affecting the minimum.

"Until the packers are shorn of the transportation advantages granted them by the carriers, there is no way of measuring their true industrial efficiency."

The report asserts that the five packers together operate 44.8 per cent of the total cold storage capacity of the country. The report states: "They controlled in this way nearly half of the non-freezing and a trifle less than a third of the freezing space." Including the space leased or occupied without lease which they did not operate, the packers were on March 31, 1918, interested in 48.1 per cent of the total cold storage capacity of the country, it is charged.

Of the total stocks of dressed poultry held in cold storage on March 31, 1918, 42.77 per cent was held by the five larger packers; of eggs, 20.26 per cent; butter, 33.8 per cent; and of cheese, 34.66 per cent, according to the commission's figures.

## PACKING RULES FOR EXPRESSED GOODS

NEW YORK, Oct. 23—New express packing rules, similar to those required for freight movement on the railroads, will go into effect on December 10, and express shippers are requested to prepare themselves for the new standards. The new packing requirements, which were recently approved by the United States Railroad Administration, were formulated to provide additional safeguards for merchandise sent by express. Heretofore, shippers have been using all sorts of containers for express packages, but the new rules are expected to make the regulations uniform and thus provide business concerns with an even more reliable and speedy service.

Preparations are being made at local offices of the American Railway Express Company, which is the agent of the Government in handling the express business of the entire country, to put the new rules into effect on December 10, and to require a strict adherence to them thereafter.

The rules, recently promulgated, will not permit the use of paper wrapping for packages weighing more than 25 lbs., nor for ordinary paper boxes, wrapped or unwrapped, when the weight of the package is more than that limit. For shipments more than 25 lbs., wooden containers, or containers of fibreboard, pulpboard or corrugated strawboard material are required. The cartons must be made of materials of specified "test strengths," similar to those required for the freight service, and the containers must bear the stamp of the manufacturers certifying that the material used is of strength required for the weight of the shipment carried in it, as called for in the rules.

The express regulations, though modeled on those for freight movement, permit a wider latitude in the size of the carton used, and carry a certain number of exceptions. Shippers who wish to acquaint themselves with the new express regulations are requested to study Supplement No. 5 to Express Classification No. 26, in which these rules are embodied, and copies of which may be secured at any express office.

## \$10,000,000 RAISED FOR COTTON WAREHOUSES

### New England Interests Behind Project to Finance Proper Storage of Staple

COLUMBIA, S. C., Oct. 15—More than \$2,000,000 has been raised in the cotton belt in the past few weeks for the construction of cotton warehouses, according to J. Skottowe Wannamaker, president of the American Cotton Association, who said in a statement that "absolute complete changes in the past methods of the South will be made." The statement issued by Mr. Wannamaker follows:

"Reports continue to reach headquarters showing the marvelous growth of warehouses owned and controlled by the people of the cotton belt. More warehouses are being constructed now than at any time in the last 60 years. Over \$2,000,000 has been raised for warehouses in the last ten days. Absolute complete changes in the past methods of the South will be made. The South will no longer suffer \$50,000,000 loss from cotton exposed to the weather. Cotton will be warehoused. The bankers are behind the movement and are arranging to finance cotton properly stored in the warehouses. It is fully realized throughout the entire nation that a complete change in the cotton industry of the South is inevitable. New England interests through a warehouse corporation with Rufus Wilson, secretary, of the New England spinners, with a capital of \$30,000,000 are buying all warehouses throughout the south. They are also erecting some new warehouses. In connection with this corporation they have a discount corporation of \$510,000,000. A large part of the cotton crop bought by spinners, as well as cotton in the hands of the producers, is expected to be stored in these warehouses. However, the farmers are more determined to carry out the suggestion offered by Governor W. P. G. Harding, of the federal Reserve Board. They are erecting their own warehouses to be operated under state or federal warehouse control.

"One of the most valuable changes made by the South in the last decade is the formation of discount corporations along the same line as operated very extensively in the great manufacturing centers and abroad. Able bankers recognize this as the key to the situation in the handling of the cotton crop and the various allied interests. With around three billion dollars in Liberty bonds held in the South, it offers to the holders of these bonds an ideal investment. The warehouse corporations are being formed by the people and the discount corporations are accepting Liberty loan bonds at the market value. The result of this work, which is backed by the bankers, farmers, and merchants of the South means the saving of millions to the South. It means that the investors will have a paying investment.

# Construction of COTTON WAREHOUSES IN THE SOUTHERN STATES

**Will Be the Logical Development of the  
New Orleans World Conference**

*Leaders of the Cotton Industry Discuss Problems of Storage,  
Distribution, Insurance, Country Damage, Finance, etc.—  
System of Negotiable Warehouse Receipts Favored*

New Orleans, Oct. 16.

**O**NE outstanding feature of the first World Cotton Conference ever held was the general agreement by the delegates that American warehouse facilities for cotton storage are insufficient.

The establishing of a chain of warehouses for this commodity as the remedy for a situation involving huge financial losses was recommended by a special committee, and it is probable that a broad policy of warehouse construction will be adopted generally throughout the cotton States during the coming months.

The significance of the losses suffered through inadequate warehouse facilities may be comprehended through an analysis of some of the speeches made at the conference, which closed here today. Statements were made that damage to crop between field and loom has been totaling between \$30,000,000 and \$75,000,000 annually.

This year's loss alone will, it was estimated, approximate \$60,000,000. With a crop of \$12,000,000 bales this averages \$5 a bale.

This heavy loss would pay for construction of warehouses with adequate storage facilities to avert similar damage in the future.

With these statistics before them the cotton interests of the South are planning to build warehouses at all gins and at all other points where cotton is held, so that the staple may never be exposed to fire, adverse weather conditions and other evils which tend to cause damage.

### Marketing

Proper protection for cotton will mean low insurance. Besides pledging support to a system of warehouses strategically located between farm and port, the Conference favored warehouse receipts which, showing weights and grades, would be universally negotiable in all world markets.

Of particular interest to the cotton distribution world was the action of the Conference in deciding that all bales

of cotton and silk piece goods be properly wrapped and protected to avoid danger of rust stains, which cause serious loss to the dyeing, bleaching and printing industries. The Railroad Administration's resumption of the issuance of through bills of lading at interior points to foreign destinations was commended, and approval was given to the Government's efforts to establish transportation on inland waterways. In general the Conference decided upon the upbuilding of a marketing system which would properly reward quality and grade, and this involves an endeavor to bring about the adoption and use throughout the world of uniform classification for American cotton.

### Warehouse Facilities

A recommendation was adopted which would lead to the enactment of such enabling legislation as would permit the War Finance Corporation to purchase directly self-liquidating secured approved obligations of foreign manufacturers and other agencies, indorsed by foreign banks and approved by the recognized governments of such countries, to be used for the purchase in the United States of essential materials for the resumption of industries in those countries and to provide exchange for further purchases.

The report presented to the Conference by the special warehouse committee considered the problems of inadequacy of storage facilities, the efficiency of the service rendered by existing cotton warehouses today to the industry, loan methods, and fire protection and insurance. The committee's report follows:

"Your committee is satisfied, as a result of its investigations, that the warehouses now in use are quite ample in total storage capacity when the South as a whole is considered. Our investigations indicate that if all storage houses, including those belonging to the cotton mills in the cotton growing states, were used, every bale of an average crop could be stored; nor is there ever a year when there is not a demand for this amount of storage space.

"Virginia, Florida, Tennessee and Louisiana have a storage capacity much greater than the production of cotton in those

states, but most of the warehouses are located at the shipping centers, Norfolk, Newport News, Jacksonville, Pensacola, Memphis and New Orleans. While it would appear, therefore, that the capacity facilities in these states are adequate, it is probably true that the cotton producing sections are but inadequately supplied with a proper distribution of storage houses. The farmer who desires to store cotton in these sections must hold it on his farm, uninsured, and subject to 'country damage,' or ship it to a factory in one of the large towns.

#### Cannot Store Season's Crop

"Your committee further finds that the warehouse facilities of North Carolina, Arkansas and Texas are not adequate in total capacity to properly store an average season's crop, even if equitably distributed, and we find that they are not equitably so distributed. It appears, further, that the storage facilities of Georgia and Alabama are apparently adequate in volume and are better distributed than in many other states, but that their service is not of the best. In the other cotton growing states we find the facilities are ample in total capacity though distributed in such a way that they do not well serve the best interests of the industry.

"Your committee finds, too, in which finding we entirely agree with the United States Department of Agriculture, that in all states the majority of cotton warehouses are not rendering efficient service to the industry as a whole. There are a few notable exceptions that can be made to this statement, namely, those of the newer warehouses built within comparatively recent years.

"Your committee finds that there is a lack of uniformity in the warehouse warrants given by different warehousemen for cotton stored, and that the banks of one section are familiar with, and are accustomed to loan money on one form or receipt, while in a neighboring community, sometimes within the same state, quite another form is required.

"We find, also, that there are many public warehouses throughout the South whose warrants are not looked upon with favor even by the local banks. This occurs by reason of the fact that, perhaps, their standard of construction is not of the best; that the fire protection is not considered adequate; that the personnel of the operating company is not all that a loaning bank might desire, and a multitude of other reasons. Furthermore, there is a lack of uniformity in the laws of the different states producing cotton, regarding the form of warrant prescribed; all tending to hamper operations in both the warehousing and financing of cotton.

"Your committee desires to draw attention to the importance of improved construction methods in insurance costs. To illustrate the economic value of well equipped, fire-proof warehouses, the committee feels justified in making the following estimate;

"The present cotton crop is taken at 12,000,000 bales. Assume that, say, half of this amount, or 6,000,000 bales, is stored for six months in a year, or 3,000,000 bales stored for a full year. At approximate present prices the value of the stored cotton would be \$450,000,000. If stored in unprotected warehouses, at an insurance rate of \$2.57 per \$100, the year's insurance bill would amount to \$11,565,000. If stored in a modern, fire-proof warehouse at a rate of 35 cents per \$100, the yearly insurance cost would be \$1,575,000, an economic saving of \$10,000,000 a year which would go far towards erecting many substantial warehouses."

#### Suggestions

In speeches to the delegates the subject of proper warehouse facilities was discussed from all angles.

Governor Pickett of North Carolina said country damage was a great economic crime and that it was the common duty to create public sentiment everywhere to put cotton under cover as soon as ginned.

E. A. Dalvin, delivering the opening address on the problem of country damage, declared that all the responsibility for damage was not on the farmers' shoulders; some factories, he said, resorted to the "reprehensible

practice" of accepting cotton for which they had no warehouse room, marking the bales "slightly damaged" in anticipation of deterioration. A great deal of the damage, he added, occurred in compresses, very few of which had adequate storage facilities.

W. B. Thompson believed that many financial problems would be solved with that of warehousing. Production could not increase without added storage facilities, he asserted.

Alfonso Par, of the Spanish delegation, declared it was essential for the principal cotton importing ports to build wharves, sheds and warehouses to be devoted exclusively to the receipt and handling of cotton. Mr. Par, who is president of the Barcelona Cotton Exchange, remarked that "the fact that cotton is pressed in bales and does not spoil in the open air has led many port authorities to give the preference to other perishable goods; these fill the available shed room, and cotton is dumped in any open space."

E. A. Lever, former Representative in Congress from South Carolina, pointed to the New Orleans publicly-owned cotton warehouse as a model storage place for the staple. Mr. Lever, now of the Federal Farm Loan Board, offered the resolution on which was based the action of the Conference in deciding to work for the development of the cotton warehouse industry and for a system of negotiable cotton warehouse receipts.

#### Transportation

W. S. Turner, secretary of the Arkansas Cotton Trade Association, discussed transportation. Urging that the scope of the work of the Interstate Commerce Commission be enlarged, he declared:

"With Interstate Commerce Commission control over minimum rates, we believe our inland and eastwise water transportation would be developed so as to become fact instead of fiction. We believe that our rivers can be used for transportation and should be protected and used as such and that, because of opportunities which they afford, they should not be used in forcing the railroads to make differential rates to river points and, by so doing, destroy our natural traffic highways, create preferential markets and force the railroads to become their own financial executioners."

Mr. Turner continued:

"In the Transportation of cotton by rail there are two principal moves: from the country station to the compress, and from the compress to the port if for export, or to final destination if domestic. In the first movement the cotton is flat or uncompressed and weighs about 11 $\frac{3}{4}$  pounds to the cubic foot. In the second move it has been compressed to a density of 22 $\frac{1}{2}$  pounds or more to the cubic foot, if standard, or 33 pounds or more to the cubic foot if high densified. This has reference only to the standard bale of cotton weighing about 500 pounds, 27 inches wide, 54 inches long and, before being compressed, will average about 50 inches high.

"Transportation of cotton by rail embraces much more than the two movements just referred to. Warehousing at point of origin and at the transit point is a distinctive feature, and because of the extraordinary damage caused by exposure during the 1918-'19 season this is now receiving especial attention. Speaking for Arkansas, the compresses of our state now have an undersized capacity

for uncompressed cotton equal to two-fifths of a normal crop; and I believe that this is about representative of the Southwestern region and perhaps of the entire South. . . .

#### **Higher Rates Favored**

"Just a word about rates and I am through. Rates on cotton are high, but I believe our attitude toward rates should be to favor higher rather than lower rates just so the parity is maintained. We believe that our charges for transportation should all be expressed in one through rate, and that this should be high enough to make our cotton traffic the most attractive of all commodities to the carriers, and they should then yield us a service consistent with the charge. There is no doubt but that freight rates should be higher if we are to get the high character of service necessary to the economic conduct of our business.

"On railroad coupon tickets there is an admonition 'Void if detached,' and this is the relationship which commercial development sustains towards transportation, 'Void if detached.' Next in importance to production is transportation, consistent with the adequacy of which are values to be determined of the thing to be transported. Distribution rectifies the law of supply and demand, therefore prices and values are governed almost entirely by transportation. The higher the character of the transportation service the better the price of the thing transported."

Prior to the Conference, J. S. Wannamaker, president of the American Cotton Association, discussed informally what was declared to be a process discovered by the Cotton Protecting Company of Oklahoma for protecting the staple from fire due to ordinary causes and from country damage. Mr. Wannamaker was quoted as saying regarding the process:

"It will simplify the warehouse proposition to a mere question of protecting the cotton against thefts," Mr. Wannamaker explained, "and will make available full transportation facilities. Because of the enormously increased demand for cotton brought on by the great war and the shortage of supplies, the matter of country damage has probably received more attention at the World Cotton Conference than almost any other problem. It is practically the unanimous opinion of all phases of the cotton industry that under these conditions the enormous loss, estimated by the government to be about \$70,000,000, to be permitted to be continued is nothing short of an economic crime."

#### **New Protection Process at Small Cost**

H. V. Haley, secretary of the Oklahoma company, declared the process could be applied at comparatively small expense and that it had been shown by test that the fiber, spinning, dyeing and grade qualities were not affected. According to Mr. Haley, the cotton could be handled for distribution by shipping it on flat cars without danger from spark fire and weather damage. This, he said, would increase the transportation facilities for handling crops and at the same time relieve facilities for moving other classes of freight. A letter was made public from the United States Bureau of Agriculture, reading:

"Summarizing our experiences with the process, we have shown that it reduces the fire hazards to a minimum and also the losses to the farmers and other handlers of cotton caused by country damage each year, at the same time enabling the railroads to use flat cars, which has been

heretofore impossible on account of the fire hazard. A further statement to the effect that this process does not affect the manufacturing values of the fiber, as shown by the enclosed report, summarizes our personal experience with this process."

Visiting foreign delegates were deeply impressed with New Orleans as a cotton handling port. Herbert M. Gibson, chief superintendent of the Manchester Ship Canal Company, was quoted as expressing high praise for the New Orleans cotton warehouse plant:

"I should say it is the finest in the world for the handling and storing of cotton. The economic devices for loading, unloading and storing are all first class."

Marshall Stevens, who designed the New Orleans cotton warehouses, attended the Conference. These storage buildings were modeled upon those first put in operation at Manchester. Declaring economy in the handling and distribution of cotton was all-essential, Mr. Stevens advocated a chain system of warehouses from planter to port of shipment. As chairman of the warehousing and country damage section of the Conference, Mr. Stevens took an important part in the proceedings.

Sir A. Herbert Dixon, head of the British delegation, was elected the first president of the World Cotton Conference, which will meet next in England in 1921. Meanwhile, special meetings may be called and at these the questions of warehousing, distribution and kindred subjects will come up for discussion.

## **Railroad Administration Will Not Adopt Consolidated Classification**

*(Continued from page 26)*

necessary for each individual territory. A consolidated classification would be impractical without a general mixing rule.

"Specific mixtures in large numbers are extended to the western shippers at present in commodity tariffs. The policy of leaving mixtures to be provided for in each instance by a specific provision opens the door to discrimination. It is productive of continual requests for broadening the mixtures to meet the desires of individual shippers, and thus leaves the situation in an unsettled state. A definite fundamental principle rather than uncertain and varying practices and policies should govern.

"We think that the rule will not have the disastrous effects that some may fear. In the interest of uniformity and for various other reasons we recommend its adoption. If in any instance the application of the highest rate and highest minimum is found to work undue hardship, specific mixtures may be arranged to relieve the situation."

#### **Revenue**

The Interstate Commerce Commission in its report explains that "the Director General did not intend that the consolidated classification would be a revenue measure," and the Commission disclaims any purpose on its part to make it such, adding:

"While in fact it would yield the carriers some additional revenue, the record is convincing that, in the main, the proposed increases reflect conscientious efforts to bring about a proper relationship of ratings and to fairly distribute transportation expenses over the various articles of traffic."

Industrial traffic authorities estimate that the average increase in rates will be less than one-half of one per cent. If the consolidated classification becomes effective as proposed, although it is conceded that on certain commodities the rate increases will range from 10 to 100 per cent.

## *Growth of the* **American Warehousemen's Ass'n**

THE following new members have been elected to the American Warehousemen's Association:

### **Georgia**

ATLANTA—The John Woodside Co., Inc., 239 Edgewood Ave. Affiliates with household goods subdivision. Business established in 1891 and incorporated in 1914, and consists of storage and handling of household goods, with three warehouses. John J. Woodside is president.

### **Illinois**

CHICAGO—The Fort Dearborn Fireproof Storage Co., 4615 North Clifton Street. Affiliates with household goods division. Handles household goods and a small quantity of merchandise. One warehouse, of reinforced steel construction, with Chicago, Milwaukee & St. Paul trackage. An Illinois corporation. M. H. Kennelly, president.

### **Michigan**

DETROIT—Turner Cartage Co., 334 Lafayette Boulevard. Affiliates with household goods and general merchandise subdivisions. Warehouses. A Michigan corporation. Daniel H. Turner, president.

FLINT—The Allen Storage Co., 615 East 6th Avenue. Affiliates with household goods sub-division. Or-

ganized about twelve years ago, incorporated in 1919 with capital of \$100,000. Store and handle household goods exclusively. Warehouses. F. P. Allen, president.

GRAND RAPIDS—The Elston Packing & Storage Co., Wealthy Street and Charles Avenue. Affiliates with household goods division. In business twenty years, packing, storing and handling household goods, also general merchandise. Distributes. Five warehouses. Frank S. Elston, individual owner.

### **Nebraska**

LINCOLN—The Globe Delivery Co., 8th and Q Streets. Affiliates with household goods division. Handles and warehouses household goods and general merchandise, with extensive general drayage and cross-country motor transportation. Five warehouses, with Chicago, Burlington & Quincy trackage for seven cars. Purchased and succeeded to the business of the Carter Transfer & Storage Co., which had been in existence thirteen years.

The Fidelity Transfer & Storage Co., St. Paul, Minn., a member of the merchandise sub-division, has been elected to membership in the household goods sub-division because of the great increase in the latter business handled.

## **“The Voice with the Smile Wins”**

### *How One Transfer Company Encourages Telephone Courtesy*

**K**NOWING how to use the telephone so as to convey to the person at the other end of the wire a favorable impression of the company which you represent is a necessary asset in every business. Contracts have often been obtained through the courteous way in which information has been given over the telephone; others have been lost because of abrupt answers.

The Fidelity Storage & Transfer Co., of St. Paul, Minn., realizes the importance of courteous conversation by telephone, has issued pertinent instructions to its employees. These are worthy of attention by other transfer and storage men. The following is a copy of an order which is on the bulletin board at the Fidelity plant:

#### **On Telephoning**

We encourage and desire telephone orders.

Each call from a prospective customer represents from \$1 to \$3 already spent in advertising to get him or her. WE SHOULD THEREFORE BE PARTICULARLY CONSIDERATE OF ALL TELEPHONE CALLERS and should handle telephone orders in a way that will reflect credit on the business and secure the good will and patronage of the customers.

Please read the following suggestions on answering the telephone and follow them at every opportunity:

1—Always answer the telephone with reasonable promptness.  
2—Don't answer "Hello"; say "Fidelity Storage Co." and in a friendly voice.

(a) Remember, abruptness or indifference drives away trade.  
(b) Maintain the same courtesy and consideration that you would with a customer face to face.

3—Be ready with your order pad to not keep the customer waiting.

4—If you require help in handling the call properly, get it at once or transfer the call to the person who can best handle it, after learning who is calling. Ascertain what is wanted. If the party has talked with someone else about the subject, refer him, with such expressions as "Allow me to connect your telephone with \_\_\_\_\_, who will know about this."

5—If you answer for another employee, offer to take the message, making a brief memorandum for his desk, and initial it.

6—If a definite party is asked for and not in, state so and offer to take any word or leave name and address or telephone number.

7—Belong to the BE COURTEOUS CLUB. Keep your temper. Refer any quarrel to the superintendent or manager.

# Advantages for Traffic Managers in Forming a National Association

(Continued from page 25)

THE suggestion that industrial traffic managers who distribute through warehouses organize a national association while at Cincinnati is advanced by Mr. Lovejoy and has the support of a number of traffic executives who are planning to attend the convention.

The question has been asked: "Would such an organization invade the field of the National Industrial Traffic League?" Men who have studied the situation believe that it would not. The League comprises not alone industrial traffic managers, but chambers of commerce, manufacturers' associations, boards of trade, traffic bureaus, railroads, markets and other business units which have nothing to do with the direct distribution of commodities through warehouses. Consequently the problems common to the manufacturer and the warehouseman play only a minor role, if any role at all, in the activities of the National Industrial Traffic League.

The purpose of an association of traffic managers who deal with warehouses would be, as interpreted by Mr. Lovejoy, to bring the manufacturers into closer touch with the various information and statistical bureaus which the American Warehousemen's Association is organizing. Such an association would be in a position to obtain from the central bureau at Pittsburgh the full details of the cost account system as applied to certain commodities, and this information could then be circulated among the traffic managers who distribute those commodities through warehouses. Moreover, the situation today is that the warehouseman who is at odds with the traffic manager regarding their common business would welcome the existence of a traffic association to which he could turn for information regarding preferred methods for storing given commodities and regarding stock reports, freight classification and kindred subjects.

## Traffic Managers' Bureau

As an illustration relating to storing, one traffic manager writes: "The condition of the warehouses in which goods are kept and the way in which they are kept are very unsatisfactory in a great many instances.

Mr. Lovejoy is of the opinion that an association of traffic managers could with profit to its members conduct a bureau at which there would be made available for warehousemen a series of booklets dealing with the storing and handling of various products. Mr. Lovejoy points to the literature along this line which the J. B. Ford Company, manufacturers of chemicals, of Wyandotte, Mich., issues for the information of

warehousemen who handle its commodities. One of this company's booklets gives instructions relating to receiving notices, reporting deliveries and shipments, orders, stock reports, storage and cartage bills, shipping, excess freight, cartage, methods of storing and other fundamentals. The warehouseman who distributes the Ford products knows exactly how the Ford company wants those products handled. It is conceivable that every industry which deals with warehouses could, through a national association of traffic managers, prepare a similar booklet of instructions to warehousemen, and in this manner many of the existing controversies would be ironed out.

A traffic manager who visualizes the need for the association suggested writes:

"The mere fact that almost every line of work has an organization is sufficient reason for organizing the traffic executives. No traffic executive, whatever his length of service, but would be benefited by contact with so many others of more or less experience. Traffic management is so complex that every man engaged in it must have ideas and methods that would be new to almost every other member of such an association. Consider what a national association, well organized, could do in securing co-operation from the warehousemen in relation to stock report service and other problems."

Distribution & Warehousing in its December issue will publish a list of the industrial traffic managers who are planning to attend the Cincinnati convention.

## Furniture Warehouse Planning

### National Association of Their Own

THE convention at Cincinnati may have a fight on its hands in connection with the long-pending plans by some of the furniture warehousemen to organize a national association.

There has been more or less secretiveness regarding what this branch of the warehouse industry hopes to accomplish. The feeling has been strong among many furniture moving men that the American Warehousemen's Association has devoted too much of its activities to serve the ends of the merchandise members and too little to the affairs of the furniture members.

Of the American Warehousemen's Association members who are behind the movement to organize the furniture movers, not one is willing, apparently, to authorize a statement that an endeavor will be made at Cincinnati to have the furniture men break away from the parent body. Several officers of the latter association have said frankly that they expect that the furniture men will go to the Cincinnati convention ready to fall in line with any suggestion looking to the forming of a separate organization. A number of men prominently identified with the furniture branch

(Continued on page 47)

# FROM THE LEGAL VIEWPOINT

## Our Own New Legal Service Bureau

By George S. Kaiser

*George F. Kaiser is a practicing lawyer who makes a special study of warehousing and transfer affairs. Service given in these pages is free. DISTRIBUTION & WAREHOUSING cannot agree to answer all questions, but will do so far as is possible.*

### Warehouse Man Required to Take Only Ordinary Care of Property

Editor, Distribution & Warehousing: We read with interest in your September number regarding goods stolen from warehouses. We have a case which we would like to have you pass on.

Several parties stored approximately 200 cases of whisky in our warehouses prior to the time the prohibition law went into effect, July 1st. This whisky was in a room about the center of our building, which is a half block long and the room had four locks on it.

We keep quite a force on hand during the day which includes a warehouse foreman and a watchman at night whose duty it is to make the rounds each hour. It seems that a class of boot-leggers who would not rob a bank will steal whisky and haul it to adjoining states and there it is disposed of. The thieves opened the office evidently with a skeleton key and hid themselves while the watchman was making the rounds of the building and stole quite a number of the cases.

The question is, would we be liable after affording this protection, and to what extent? Our understanding is that we are to afford all the protection possible, but we are not an insurer; also in case of a claim, it should not be in excess of the original cost of the commodity.

We would thank you for giving us the benefit of your opinion in the matter.—B. F. N., St. Joseph, Mo.

**Reply:** The facts in your case are about the same as in the case reported in the September issue of Transfer & Storage. Inasmuch as you say you are not an insurer, I do not believe you need seriously concern yourself over any question of liability on your

part, though, of course, the owner of the goods will naturally try to collect from you if he can do so.

#### *Warehouse Liability Under Special Contract*

Editor, Distribution & Warehousing: May we put this question up to your legal department? Is it not possible and reasonable in the moving of household goods to regard each order as a special contract and engagement, and that in executing it, we would not be under the insuring liability of a common carrier?

We are using, and have been for some time, the enclosed form and find customers willing to sign it without question. When they inquire what is meant by our assuming the common carrier liability, we say we are not willing to assume all the risks of accident which might occur to their goods, but that we do promise to take the reasonable and proper care in the handling and transporting of their goods which an ordinarily careful man would, if the goods were his own. If the customer insists upon our handling his order without signing, we would simply tell him we could not do so and forego the possible profit in his case.

Where orders are received by telephone, our plan is to send duplicate copies of this order by the driver and to have him present it when he first arrives at the house with the statement that this is our regular order form, such as the company requires signed in every case, and thus securing a written order. We leave the pink copy with the customer as a memorandum of what the engagement is.—C. C. S., St. Paul, Minn.

**Reply:** It is evidently understood that when the main purpose of a contract is storage, the mere fact that the goods are to be transported to a warehouse or removed from it, and delivered to some other place, does not affect a person's status as a warehouseman, and he does not thereby become a common carrier.

It has been held that the following are common carriers in general: boatmen, owners of stage coaches, omnibuses, hacks, drays and express wagons, railway, express, street car and steamboat companies. Local carriers of passengers like street railway, hackmen and ferrymen, are common carriers of the baggage of their passengers, but not of goods generally unless they make a business of receiving such goods for transportation.

It has also been held that the following are not common carriers in general: warehousemen, wharfingers, forwarders, sleeping car companies, telegraph and telephone companies, postmasters and mail carriers, owners of towing boats, log-driving and booming companies, bridge, canal and turnpike companies.

I believe that under the circumstances your contract form covers you unless there is something in the law of your particular city on the point.

#### *Enjoined from Boycotting Drayage Concern*

THE highest court of New York, in a case recently brought before it by a draying company, decided that trade unionists will be enjoined from boycotting a draying concern because it would not insist upon its employees joining a teamsters' union. Suit was brought by the Auburn Draying Company vs. William Wardell and others. Suit was in favor of the draying company and was affirmed by the New York Court of Appeals.

The court further decided that although laborers may associate themselves in organizations for the purpose of securing higher wages, shorter hours, arbitration of labor disputes, and better working conditions, they cannot injure the property rights of others by controlling the acts of third persons through coercion, duress, oppression or fraud.

This decision is so timely and the case so interesting that the opinion of Judge Collin is naturally of unusual interest to the trade. The contest was between the company and the labor unions of the city of Auburn, N. Y. The company was engaged in a large trucking business, and employed from thirty to thirty-five men, the greater number of whom were not members of a labor union. There were twenty-two local labor unions in Auburn representing the various trades with a total membership of about 1,400. There also was a Central Labor Union.

The teamsters' union was organized November 9, 1912. The company neither forbade nor encouraged its members to join. In July, 1913, rep-

resentatives of the union stated to the plaintiff that unless it took the necessary means to get its men to join the union, it would be placed on the unfair list. The company refused to act and the teamsters' union passed a resolution placing the company on the unfair list, and listed it as an employer who refused to employ and discriminated against union labor and refused to give its employees the conditions asked for by labor organizations with respect to hours of labor, shop conditions and other similar working conditions. The Central Union then insisted that all the companies' employees must join the union, and upon their refusal to do so, indorsed the placing of the company upon the unfair list.

The by-laws and regulations of the unions provided penalties of fines and expulsion for nonconformity. The Central Union and other local unions took the position that they would consider the company unfair toward organized labor until such time as their employees became members of the Teamsters' Union. They withdrew, and used their influence

and positions and their members used their influence and positions to have the employers of their members withdraw patronage from the company.

In summary, it may be stated, that dealers, ice dealers, bakers, butchers, builders, plumbers and contractors, because of the notices, warnings, and declarations of the unions, in varying and serious degrees discontinued business with the company.

The court in its opinion held that the unions had interfered with the property rights and property of the company by their concerted action.

The interference with and depreciation of the business and earnings of the company by the conjoint action of the unions was therefore held to be a barrier against access to the company, its office and place of business, and it was further held that it was coercion on the part of the unions to compel or attempt to compel other people and employers to coerce the company to unionize its business, and therefore the company was entitled to damages and a permanent injunction.—Auburn Draying Co. vs. William Wardell, 124 (N. E.) 97.

## William Hohenzollern Moves



*The name of the former Emperor of Germany appeared on the October 1st moving lists in Holland. Over the country roads fifty-one Berlin vans transported the ex-Kaiser's furniture from Amerongen to the "House of Doorn"—One type of motor van used in Germany*

# WAREHOUSING NEWS

*Contributions Solicited*

## MERCHANDISE WAREHOUSING

**Lawrence Warehouse Co., Oakland,** Cal., has completed plans for an additional warehouse with 40,000 sq. ft. of reinforced concrete construction. The building will be equipped with trackage facilities for twelve cars.

The Lawrence company has entered into a long lease for a building containing 110,000 sq. ft. located in San Francisco. The new building is six stories, 137½ ft., each floor being divided by fire walls into four separate rooms. The lease takes effect on April 1, 1920. By that time the Lawrence Warehouse Co. will be operating eighteen warehouses in the three cities of San Francisco, Oakland and Sacramento.

**John H. Wilkins Co., Washington,\* D. C.**, will build an addition which when completed will double the present warehouse space, besides affording room on the second floor for offices. The new structure will be two stories high to a depth of 50 ft., the rear of the building being one story in height. This will give the company 30,000 sq. ft. of floor space.

**Capital Van & Storage Co., Sacramento,** has begun construction of their new 80x320 ft., reinforced concrete fireproof warehouse. The plant will be equipped with trackage facilities which will enable the company to have cars loaded and unloaded at the warehouse platform.

**Southern Bonded Warehouse Corp., Petersburg, Va.**, has purchased ground and will construct a four-story 110x200 ft. reinforced concrete, fireproof warehouse to be equipped with modern conveying machinery. The cost will be about \$125,000.

**New Orleans Export Co., Savannah, Ga.**, is erecting a warehouse which will

be one of the most modern plants and will be equipped with trackage facilities.

**New Jersey Tobacco Co., Camden, N. J.**, has begun work on a modern three-story brick warehouse.

**Hanna Paint Manufacturing Co., Columbus**, will erect a warehouse, 90x100 ft., facing the spur track of the P. R. R.

**Green Mountain Investment Co., Minneapolis**, is planning a new warehouse to cost \$25,000.

**Mount Hope Spinning Co., Providence, R. I.**, will erect a new cotton storage warehouse, 50x60 ft.

**Paul Kortsch Storage Co., Milwaukee**, has completed plans on an additional 40x70 ft., one-story warehouse. The estimated cost is \$10,000.

## HOUSEHOLD GOODS

**Allen Storage Co., Flint, Mich.**, has completed a five-story brick and reinforced concrete fireproof warehouse, to be devoted entirely for storage of household goods.

**H. A. Peterson, Porterville, Cal.**, has leased a part of the McCabe building and will use it for storing household and other goods.

**Yakima Transfer & Storage Co., Yakima, Wash.**, has purchased a 70x140 ft. building from the Yakima Brewing & Malting Co. It will be equipped with electric conveyors, electric elevators and gravity roller conveyors.

**Riverside Storage & Cartage Co., Detroit**, will construct a 100x100 ft. warehouse, to be divided into two sections, one 50x100 ft. The dimensions of the second unit have not been agreed upon. The building will be equipped with a freight elevator of three-ton capacity and will be used almost exclusively for storage of household goods and automobiles. The structure will cost about \$110,000 and will contain 30,000 sq. ft.

**Bay State Storage & Warehouse Co., Springfield, Mass.**, has found it necessary to construct an addition of 420 private rooms for storage of household goods.

## TRANSPORTATION

**Mattison-Barnett & Co., Madera, Cal.**, is the name of a new company which will do a general transfer and trucking business.

**Wm. H. Gould, Pacific Grove, Cal.**, has added two trucks to his equipment used in the transfer business.

## INCORPORATIONS

**Terminal Warehouse Co., Little Rock, Ark.**, has filed articles of incorporation with a capital stock of \$125,000.

**Spartanburg Warehouse Co., Spartanburg, S. C.**, has been incorporated with a capital stock of \$300,000. John B. Cannon is president and treasurer and Charlton C. Shell is secretary.

**Buck Terminal, Inc., Watertown, N. Y.**, has been incorporated with a capital stock of \$100,000. The incorporators are C. E. Olley and R. J. and R. M. Buck.

## MISCELLANEOUS

**The Grid** is the name of a new house organ, the first copy of which was brought out by the Edison Storage Battery Co. of Orange in October. Its 24 pages are devoted to the topical subjects in regard to the company's products and the many uses they can be put to. The lead article of this issue, entitled "Selecting Vehicle Equipment" covers many phases, including theoretical figures of the work accomplished by electric trucks, etc.

## OBITUARY

**Clark Smedley, New Haven, Conn.**, died at his home from heart trouble. Mr. Smedley was one of the best known truckmen in that section, having been in the trucking business since 1869.

## Furniture Warehouse Planning National Association

(Continued from page 44)

of the industry concede that the subject may be brought to the front at Cincinnati, a few conservatives, on the other hand, declare the time is not quite ripe to break away from the parent association, and that the parting of the ways will not come until the 1921 convention.

### Meeting in December?

Meanwhile it is known that the furniture warehousemen are not idle. Delegates have been appointed to represent the various State organizations—New York, Pennsylvania, New Jersey, Illinois, Texas, California, and the Western and Southern associations, together with various smaller organizations in cities. It is understood that the tentative plans call for a meeting of these delegates at either White Sulphur Springs, West Va., or Chicago early in December—a few days before the larger convention begins at Cincinnati. At the furniture men's gathering, according to the program suggested, a skeleton

constitution and by-laws would be drawn up, for submission later to the individual associations for their approval.

Supporters of the plan to organize the furniture men nationally believe there are several thousand warehouse owners who would be glad to join an association of this character. Many of these today are paying dues not only to the individual body in their own territory but are associate members of as many as seven furniture men's associations in other sections. This is regarded as needless waste of money, time and energy, and is one of the reasons for the reorganization movement. There are other hundreds of furniture movers who are not members of any local associations, and the argument is advanced that these would welcome a national body and be glad to identify themselves with it, whereas they have joined the American Warehousemen's Association because, they contend, the merchandise warehousemen are in control of that organization.

It is a fact that some of the officers of the American Ware-

housemen's Association deplore the movement to organize the furniture men. The merchandise warehousemen believe that the furniture movers will benefit more in the long run through associating themselves with the parent body as members of the household goods division. It is a sane prediction that if the situation is brought to the floor of the Cincinnati convention for discussion the merchandise men will fight the movement. Meanwhile the furniture men are anticipating this and are planning accordingly.

## Distribution By Airplane

(Continued from page 19)

and Champaign, Ill., and South Bend, Lafayette and Valparaiso, Ind. Several trips have been made also to cities in Iowa and Michigan. In announcing this method of distribution the clothing makers said:

"In adopting this Twentieth Century means of transportation we were moved by the conviction that the commercial use of the airplane is not only feasible but practical for quick delivery."

After operation for four months the company has announced that the service has more than justified itself

and that it was "not only successful as a time-saver, but also as economical as other methods of transportation."

The recent flight of a machine from Houston, Texas, to New York with two passengers and a pilot relieved some interesting facts concerning cost of operation. This air voyage was made as a passenger-carrying feat, but the performance holds equally well for freight-carrying uses. The actual distance flown was 2,500 miles and the elapsed flying time was 19 hours, 45 minutes. Owing to adverse weather conditions the plane was held up for several days en route, but the expenses of the entire trip for three persons and including hotels, meals, oil, gasoline, etc., was \$275, figuring out about three and one-half cents per mile per person. With large machines, capable of carrying large cargoes, this cost, small as it already is, would be cut down appreciably.

During the past twelve months more than 180 commercial tests have been applied to the airplane and in each instance new data has been obtained—data that will, during the next year, be used by firms which are now planning to utilize the airplane along with the motor trucks, the railroads and the steamships.

## The Trailer in the Distribution Field

(Continued from page 29)

With perishable products, difference in time is of utmost importance. A California fruit and produce company uses a 3½-ton truck with semi-trailer to haul oranges from orchard to warehouse to be sorted, sized and packed for shipment. From the warehouse 10-ton loads are moved quickly to refrigerator cars with a 5-ton truck and semi-trailer.

Practical operation has proven that it is cheaper to haul with a 7-ton truck than with a 5-ton truck, and with a 5-ton or 3-ton truck than with a machine of 1 or 2 tons. This is clearly shown in the following table of the ton-mile cost of hauling with trucks of different capacities between Chicopee Falls, Mass., and New York and Boston. The lowest cost is with fully-loaded 5-ton trucks (the largest size operated in this particular service), while the highest cost per ton-mile with full load is with the ¾-ton truck. But when the trucks are operated with less than full load the cost increases rapidly with a truck of any size.

### COST PER TON-MILE WITH VARIOUS LOADS

Load	5-ton Truck Cents	3-ton Truck Cents	2-ton Truck Cents	¾-ton Truck Cents
5 tons.....	6.9			
4 tons.....	8.6			
3½ tons.....	10.0			
3 tons.....	11.5	10.5		
2 tons.....	17.25	15.75	13.5-14.15	
1½ tons.....	23.0	21.0	18.0-19.0	
1 ton.....	34.6	31.5	27.0-28.3	17.08
¾ ton.....	51.0	42.0	36.0-37.5	22.75

In its investigation of the cost of hauling farm products to market, the Bureau of Crop Reports of the Department of Agriculture determined that the average cost of hauling by wagon per ton-mile was 30 cents for wheat, 33 cents for corn and 48 cents for cotton, while the average cost of hauling the same products by motor truck per ton-mile was 15 cents, 15 cents and 18 cents, respectively.

The following actual record of hauling lumber by mo-

tor truck, with and without trailer, shows a saving in hauling cost with trailer that is not at all unusual. The truck and trailer are operated regularly between Seattle and Monroe, Wash., a daily round trip of 90 miles. The figures do not include overhead expenses, such as garage, interest on investment, depreciation, insurance, and licenses. The only difference in operating costs is increased fuel and oil consumption, the driver's wages being the same in both cases.

	Without trailer	With trailer
Distance, round trip, miles.....	90	90
Distance with load, miles.....	50	50
Trips per week.....	5	5
Gasoline per trip, gallons.....	12	12
Miles per gallon gasoline.....	7½	6
Oil per trip, quarts.....	4	5
Miles per quart of oil.....	22½	18
Cost of gasoline and oil per trip, at 22¢ per gal. for gasoline and 25¢ per qt. for oil .....	\$3.64	\$4.55
Pay load, per trip, tons.....	3½	6
Income per trip at \$4.50 per m. feet....	\$18.00	\$29.25

This indicates that the additional operating expense with trailer is only 91 cents against an increased daily earning of \$11.25 on the 2½ tons of extra load hauled per trip.

Recommendations for legislation affecting trailers have been made by the Trailer Manufacturers' Association of America to the Uniform Traffic Committee, which comprises representatives of the Council of National Defence, National Automobile Chamber of Commerce, American Automobile Association, Association of State Highway Officials, Federal Highway Council and similar bodies. A uniform traffic bill is being prepared for introduction in the State legislatures. It is announced that if the Uniform Traffic Committee does not incorporate the trailer provisions into the bill, the Trailer Manufacturers' Association will go to the State legislatures individually to have these provisions introduced as amendments to the proposed uniform bill.



## Cartmen find Stewarts cost less to run

*Simplified design saves \$200 to \$300 in first cost*

Stewarts are doing wonderful work for Cartmen everywhere. They choose Stewarts because:

**The truth—**

Stewart design eliminates hundreds of needless parts, thus saving \$200 to \$300 in first cost.

You get a truck with greater strength—fewer parts to wear—less dead weight.

With less weight to move, you buy less gas, oil and fewer tires.

**The proof—**

**One Cartman's Experience:**

After nine months of continuous service we find the "Stewart" 2 ton truck, which we purchased from you, fully up to your guarantees and satisfactory in every detail required for our service.

So well pleased are we that we trust you will lose no time in putting through our order for the 3½ ton "Stewart" truck.

(Signed)

MITTNACHT & CO., Inc.  
New York City.

**5 SIZES**

$\frac{3}{4}$  ton — \$1195

Electric starter  
Electric lights  
Magneto ignition

1 ton — \$1650

1½ ton — \$1975

2 ton — \$2575

3½ ton — \$3500

All prices F.O.B. Buffalo

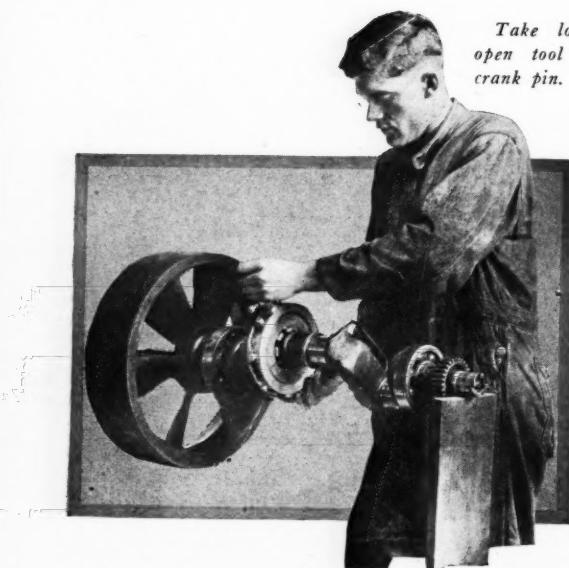
**In five years no Stewart has worn out.**

Thousands are in use throughout the world—in over 500 American cities, on hundreds of farms and in 27 foreign countries.

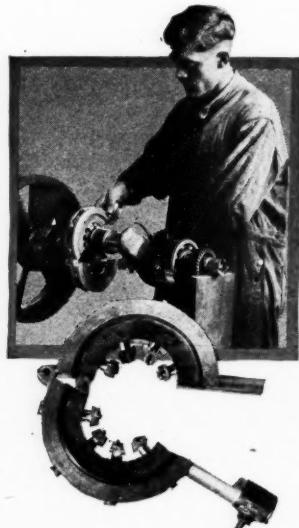
# Stewart

MOTOR TRUCKS

Stewart Motor Corporation, 422 E. Delavan Ave., Buffalo, N. Y.



*Take lock off handle,  
open tool and place on  
crank pin.*



*Close lock and adjust  
to size with spanner  
wrench. Now ready for  
grinding.*



## Mr. Peters Has Taken the Time, the Labor and the Risk Out of Crankshaft Grinding

*You can do the work now—a perfect  
job—in a few minutes' time.  
'No lathe. No skilled mechanic.*

A NY man who is intelligent enough to follow a few plain directions can easily operate this wonderfully simple and efficient crankshaft grinder.

Every machinist is familiar with the effect which the constant thrust of a gasoline motor has upon the crankshaft.

In time a "flat" side develops, the shaft gets out of "round" and the journals do not seat snugly. Then develops a bothersome "knock."

Any mechanic can now restore the bearing seats of a crankshaft to a true round surface as quickly and skillfully as a highly trained mechanic. He needs no lathe—simply a vise or clamp to hold the shaft—and when he has adjusted the tool to the dimensions of the crank pin, which takes but

a moment, he is all set to do a first-class job and have it over within a few minutes.

Mr. Peters spent several years bringing this remarkable grinder to perfection—and the result is a time-saver, labor-saver and work-improver that is destined to become an absolute necessity in every progressive garage and repair shop. Takes any crankshaft up to and including  $2\frac{1}{2}$  inches.

Peters' Crankshaft Grinder is made of aluminum and high-speed steel, and will last for years. The price is \$75—a sum you will get back over and over again in better, quicker and more efficient service.

ALUMINUM BRAZING SOLDER COMPANY  
1303 Widener Bldg.

Philadelphia, Pa.

**PETERS'**  
**Crank Shaft Grinder**



1. Two-ton Garford owned by Cincinnati Moving Company of Cincinnati, Ohio, has run 14,000 miles on 'NOBBIES.'
2. White, 1½-ton truck owned by Summerfield Company has averaged better than 15,000 miles on 'NOBBY CORDS' in and about Boston, Mass.

**N**OTHING has done more to increase the popularity of 'NOBBY CORDS' than the downright effectiveness of general hauling.

The moving van industry—sold forever on 'NOBBY CORD' cushioning power, plus economy, have forwarded these compliments—"The Cincinnati Moving Company's two-ton Garford is riding on the original air of a year ago. These tires have no less than 14,000 miles to their credit and have reduced our upkeep 30%."

Quoting the Summerfield Company—" 'NOBBIES' on our 1½ ton White have given us better than 15,000 miles and never off the rim; we recommend 'NOBBIES' to our friends." If your trade is looking for real economy in hauling, inform them that—

**'Nobby Cords' Save in Every Phase of Truck Operation**





# Moores & Dunford of Chicago

THE WAREHOUSE ENGINEERS

Entire Organization Devoted Exclusively  
DESIGN, CONSTRUCTION AND MAINTENANCE  
All Types of Warehouses

Through their Special Service department, they are prepared to assist you in every way in formulating your plans for that Modern Fireproof Warehouse. Whether it be:

Choosing a site; investigating increased business possibilities; deciding the layout of a building that will best satisfy your requirements; estimating first cost, maintenance expense, or reasonable returns; determining practical method of financing; or any combination of these, they can and will gladly advise you.

**"Your Move!"**

*The work they have done throughout the country is their best advertisement.*



*Recognized by their clients as experts of sound judgment.*

**MOORES & DUNFORD**

WAREHOUSE  
ENGINEERS

# Shippers' Index

A Guide to Representative Transfer and Storage Companies Arranged by States and Towns

## TIMELY ADVERTISING

THIS magazine under its new name, Distribution & Warehousing, is destined to become even better known in the American manufacturing world than it is today. The warehouseman who has service to sell to the manufacturer has a peculiar opportunity to translate this fact into new business for himself.

The opportunity is this:

The industrial traffic manager and the warehouseman are going to come into personal contact soon. They are to meet at Cincinnati in December at the annual convention of the American Warehousemen's Association. The purpose is to discuss their common problems and to pave the way for solving those problems. Controversies, minor and major, are to be talked over. The plans which will be laid will be designed to settle those misunderstandings for all time.

The warehouseman who comprehends the value of advertising should visualize what this co-operative movement means. It foreshadows definitely a situation in which the manufacturer will work hereafter more intimately with the warehouse industry. But from the viewpoint of the advertiser it means more than that at this particular time: it means that the pages of Distribution & Warehousing are going to be read by manufacturers and industrial traffic managers as never before.

**THERE IS NOT A MERCHANTISE WAREHOUSEMAN IN THE COUNTRY WHO CAN AFFORD TO OVERLOOK THIS OPPORTUNITY TO SELL THE MANUFACTURER ON WAREHOUSE DISTRIBUTION FACILITIES.**

**NO OPPORTUNITY MORE GOLDEN THAN THIS ONE WAS EVER BEFORE PLACED SQUARELY BEFORE THE WAREHOUSE INDUSTRY.**

## Coming Events

### Meetings Scheduled by Leading Associations in the Industry

Indiana Transfer and Warehousemen's Ass'n.....	Chamber of Commerce, Indianapolis, Ind.	November 29
American Warehousemen's Ass'n.....	Hotel Gibson, Cincinnati, Ohio.....	December 10
Central Warehousemen's Club.....	Kansas City, Mo.....	December 16
Massachusetts Storage Warehousemen's Ass'n.....	Third Thursday of each month, Exchange Club, Annual Meeting .....	January, 1920
Southern Furniture Warehousemen's Ass'n.....	Jacksonville, Fla.....	February 10
New Jersey Furniture Warehousemen's Ass'n.....	Newark, N. J. Third Wednesday of each month, Down Town Club, Newark, N. J.	
Pennsylvania Furniture Warehousemen's & Van Owners' Ass'n .....	Annual Meeting .....	February, 1920
Transfer & Storage Men's Ass'n of Montana .....	Billings, Mont. ....	February, 1920
Northwest Transfer and Warehousemen's Ass'n.....	Seattle, Wash. ....	May, 1920
National Industrial Traffic League.....	Hotel Sherman, Chicago.....	November 12
New England Traffic Club.....	Copley-Plaza Hotel, Boston.....	December 4
Syracuse Traffic Club.....	Syracuse, N. Y. Third Thursday of each month. Chamber of Commerce. Annual Meeting third Thursday of January, 1920.	
Newark, N. J., Traffic Club.....	First Monday of each month, except November, Robert Treat Hotel, Newark, N. J.	
New York Traffic Club.....	Waldorf-Astoria, New York. Annual meeting, November 25.	

**BIRMINGHAM, ALA.****HARRIS TRANSFER  
AND WAREHOUSE COMPANY**

(Equipped to Handle Anything)

**MODERN FIREPROOF WAREHOUSE**

Special Attention Given to Packing and Shipping

When shipping to Birmingham, consign goods to Harris  
—he will look after your interests, also those  
of your customer

Offices: CHAMBER OF COMMERCE BLDG.

**BIRMINGHAM, ALA.****Wittichen Coal & Transfer Co.**

12 South 20th Street

Transfer and storage of household goods. Packing and  
shipping. Forwarding and distributing agents. Heavy  
Haulage, Motor Service.

BUILDING MATERIAL DEALERS

**LITTLE ROCK, ARK.****WAREHOUSING  
AND FORWARDING**Distributors of Pool Cars, Parcel Post Catalogs and  
Merchandise**TERMINAL  
WAREHOUSE COMPANY**

109 - 111 RECTOR AVENUE

All track connection

**BERKELEY, CAL.****STUDENTS  
EXPRESS & TRANSFER CO.**MOVING  
STORING  
FORWARDING

2132 SHATTUCK AVENUE

If the city to which you are shipping is not represented in this list, choose the nearest as the geographical arrangement will help you.

**LOS ANGELES, CAL.****The Most Complete  
and Efficient Ware-  
house West of Chi-  
cago**

—and a new six-story, fireproof, steel and concrete warehouse adds 500,000 square feet to our storage capacity.

We have the large facilities—complete in every detail—and a big, broad business policy that insures service and co-operation.

For the safe storage of goods is only part of our work. Our display rooms, selling force, office and desk space facilities coupled with our storage service enables Eastern Manufacturers to establish a branch on the Pacific Coast at a minimum expense. In fact we are acting as sales agents for some of our clients—selling and distributing their goods to the people west of the Rockies.

Having complete docking facilities for large ocean-going steamers enables our clients to conduct their business with the Orient and the western countries of South America from this Western branch office.

In the construction of our warehouse we have embodied the most modern equipment, all the latest time saving innovations and improvements; men, elevators, electric trucks, scales and chutes are provided to load and unload directly from cars into drays and trucks or into the building as desired. We are practically connected with every railroad in the city.

But the details of our service are given in an interesting booklet that tells what we can do for you—write for it—write now.

**UNION TERMINAL  
WAREHOUSE CO.**

7th and Central Ave.

Los Angeles, Cal.

This is the latest addition to our storage facilities.

**UNION TERMINAL WAREHOUSE CO.**

November, 1919

## DISTRIBUTION &amp; WAREHOUSING

55

LOS ANGELES, CAL.

**BEST IN THE WEST****LOS ANGELES WAREHOUSE**

When you Ship to California  
Remember to Ship to

**BEKINS FIREPROOF STORAGE**

Prompt and Intelligent Returns,  
your customers satisfied

Los Angeles      Oakland      San Francisco  
1341 Figueroa St.    22d & San Pablo    13th and Mission St

LOS ANGELES, CAL.

**Shattuck & Nimmo**  
WAREHOUSE CO.**Storage and Distribution**

Of All Non-Perishable Commodities

All cars handled at our own plant. No switching charge if cars are consigned in our care.

Manufacturers and forwarders consolidating car loads for Pacific Coast distribution are assured of efficient service and prompt returns.

## MEMBERS

Pacific Coast Furniture Warehousemen's Association, American Chain of Warehouses, National Distributing Division, Local Rotary Club and Chamber of Commerce

DENVER, COLO.

**THE WEICKER  
TRANSFER & STORAGE COMPANY**

Office, 1017 Seventeenth Street

New Fireproof Warehouse on Track

Storage of Merchandise and Household Goods

Distribution of Car Lots a Specialty

Every Facility for Handling Safes, Boilers and Heavy Machinery. Complete Fleet of Motor Trucks and Modern Equipment

Members	American Warehousemen's Association Illinois Furniture Warehousemen's Association New York Furniture Warehousemen's Association Pacific Coast Furniture Warehousemen's Association Central Warehousemen's Club American Chain of Warehouses Southern Furniture Warehousemen's Association
---------	-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

HARTFORD, CONN. Tel. Connection Office: 335 Trumbull St.

Safety Vaults for Silverware

**GEORGE E. DEWEY & CO.**

JOSEPH M. PELCHAT Proprietor

Local and Long Distance

FURNITURE AND PIANO MOVING

Packing, Crating and Shipping of

PIANOS, FURNITURES, CHINA

Only Fireproof Storage Warehouse in Hartford

NEW LONDON, CONN.

**B. B. Gardner Storage Co., Inc.**

18 BLACKHALL STREET

PIANO AND FURNITURE PACKER, MOVER  
AND SHIPPER

Safe Mover—Freight and Baggage Transfer—STORAGE

WATERBURY, CONN.

**The Ralph N. Blakeslee Co.**

TRANSFER AND STORAGE

Special Facilities for Moving Heavy Machinery and Safes

Storage Warehouse for Merchandise

Separate Apartments for Furniture

**If Your City Isn't  
Represented Here**

Put it on the shippers' map by  
inserting your card in this space.

WASHINGTON, D. C.

Moving  
Shipping  
Storing

**Smith Transfer & Storage Co.**

Office: 912 S Street, N. W.

Let Us Handle Your Washington Business

WE WILL PLEASE YOU

**WASHINGTON, D. C.**

## Southern Transfer and Distributing Co.

727 12th STREET, N. W.  
WASHINGTON, D. C.

Washington is the natural center of distribution for Maryland, Virginia, West Virginia, District of Columbia and Southeastern Pennsylvania.

We have had five years' experience in this class of work and are in a position to give maximum service at a minimum cost.

### A FEW OF OUR CLIENTS:

Abilene Sales Co.	General Forwarding Co.
American Law Co.	Horlicks Malted Milk Co.
Burlingame Chemical Co.	Kress & Owen Co.
Belding Bros. & Co.	(Glyco Thymoline)
Bedford Springs Co., Limited	McKesson & Robbins
Detmer Woolen Co.	Lawyers Co-Operative
French Lick Springs Hotel Co.	Publishing Co.
(Pluto Water)	Pyro Chemical Co.
Funk & Wagnalls	S. S. White Dental Manufacturing Co.
	The Pineoleum Co., Inc.
	West Publishing Co.

Contracts made for the distribution of all kinds of advertising matter, trade papers, publications, calendars, samples and general merchandise,

by a uniformed force. Addressing and Mailing in all its Branches Re-Consigning, Forwarding and General Storage L. C. L. a Specialty

**WASHINGTON, D. C.**

## UNITED STATES STORAGE CO.

418-420 TENTH STREET, N. W.

### MEMBERS:

N. Y. Furniture Warehousemen's Association  
Illinois Furniture Warehousemen's Association  
Southern Furniture Warehousemen's Association

**PROMPT REMITTANCES**  
Efficient and Courteous Service  
**MOTOR TRUCKS**  
and  
**PADDED VANS**  
Modern Fireproof Warehouse

**JACKSONVILLE, FLA.**

## UNION TERMINAL WAREHOUSE COMPANY

EAST UNION and IONIA STREETS

55 Rental Compartments Track Capacity 52 Cars

Building of reinforced concrete with sprinkler system. Low Insurance Rate. Sub-Post Office and branch Western Union Telegraph. Joint Railroad Agent. L.C.L. freight loaded direct for line of road.

### GENERAL MERCHANDISE STORAGE AND FORWARDING

Special attention to handling of pool cars.

**ATLANTA, GA.**

## CATHCART TRANSFER & STORAGE COMPANY

Moves, Stores, Packs, Ships Household Goods Exclusively

Office and Warehouse, 6-8 MADISON AVE.

**ATLANTA, GA.**

Warehousemen

## MORROW TRANSFER & STORAGE COMPANY

### COMMERCIAL STORAGE

Distributors—R. R. Trackage—Carloads a Specialty Household Goods Moved, Stored, Packed and Shipped 180-184 MARIETTA STREET

**ATLANTA, GA.**

Warehousemen

Distributors

## Southern Sales & Storage Co.

Markets secured for Meritorious Mdse. Concrete Warehouse, R. R. Trackage, Make our office your Southern Headquarters, We have an efficient Sales Force. 13 Produce Place

**BOISE, IDAHO**

## PEASLEY TRANSFER & STORAGE COMPANY

STORAGE, TRANSFER AND FORWARDING  
NINTH AND GROVE STREETS

**CHICAGO, ILL.**

## EMPIRE Storage Company

Convenient to All Railroad Switches.

Modern FIREPROOF Warehouses for Storage of Household Goods



### MOVING PACKING SHIPPING

Heated Piano Rooms

Art Galleries

Vaults for Valuables

Private Compartments for Furniture

Automobiles Stored

Motor Truck Service

Established 1891

Capacity 1,500,000 cu. ft.

Low Insurance Rate.

General Office

52nd St. and

Cottage Grove Ave.

Chicago

MEMBERS:  
Illinois Furniture Warehousemen's Association  
New York Furniture Warehousemen's Association

November, 1919

## DISTRIBUTION &amp; WAREHOUSING

57

## CHICAGO, ILL.

FORT DEARBORN  
FIREPROOF STORAGE COMPANY

4615-29 Clifton Ave., near Broadway and Wilson

Fireproof  
Storage.Motor-  
Van  
Service.Pool Car  
Handling  
a  
Specialty

The only warehouse located on the Great North Shore with private railroad switch track at its door, serving efficiently Edgewater, Ravenswood, Sheridan Park, Rogers Park, Evanston and the Wilson Ave. district.

Consignments from all railroads bill to Wilson Ave. Switch C. M. & St. P. Ry.

## CHICAGO, ILL.

BEKINS  
HOUSEHOLD SHIPPING COMPANYReduced Rates on Household Goods, Automobiles  
and MachineryGeneral Offices, 805 BEDFORD BLDG., Chicago  
NEW YORK, BOSTON, BUFFALO, CINCINNATI

## CHICAGO, ILL.

## Soo Terminal Warehouse Company

General Merchandise Storage and Distribution  
Direct Rail and Tunnel Connection with All Trunk Lines.

519 West Twelfth St.

"THE ECONOMICAL WAY"

## FORT WAYNE, IND.

## BROWN TRUCKING COMPANY

MOVING, DISTRIBUTING, STORAGE AND  
GENERAL TRANSFER—MOTOR SERVICE

Pool Cars a Specialty

Office, 125 W. Columbia Street

## FORT WAYNE, IND.

PETTIT'S  
STORAGE WAREHOUSE COMPANY

414 E. COLUMBIA STREET

W. L. Pettit, Jr., Pres. (Est. 1910) E. K. Pettit, Sec.  
Transfer and Storage of Household Goods, Merchandise, New Autos,  
Implements. Heavy Haulage. Motor Service. Safe Deposit Vaults.  
FACTORY DISTRIBUTORS

## INDIANAPOLIS, IND.



## Our Service Consists of

Warehouse for Manufactured Articles.

Prompt shipment for all orders.

Prompt reports of shipments as you want them.

Trucks for Drayage Equipment.

We are, in fact, ready to be your Shipping Department.

Located in the heart of the U. S. A., within 12 to 24 hours of your customers in Indiana, Ohio, Illinois, Kentucky and Michigan.

Insurance rate, 30c—extra hazardous goods not taken.

Six-story and basement, heavy mill construction, sprinkler equipped, A. D. T. Watchman Service. 150,000 square feet heated to 50°.

We solicit your business and refer you to any of our customers as to our ability to do it right.

## Railroads:

Penna. Ry.; C. C. C. & St. L. Ry.; C. I. & W. Ry.; L. E. & W. Ry.; Ills. Central Ry.; C. I. & L. Ry.  
18 Traction Freight Lines.

## The Indianapolis Warehouse Co., Inc.

FRANK A. TODD, V. P. and Gen'l Mgr.

West New York and Canal

INDIANAPOLIS

INDIANA

## INDIANAPOLIS IND.

We Have the Very Best of Equipment for Handling Heavy Machinery, Boilers, Engines, Tanks Vaults and Safes for Erecting Smoke Stacks



INVESTMENT \$200,000.00

We have just completed one of the most modern fire-proof warehouses in the country—centrally located on a privately owned railroad switch accommodating eight cars.

We are equipped to give the very best service in all kinds of moving and packing. All shipments consigned to our care will receive prompt attention and our twenty-five years' experience and reliability insures this service.

## HOGAN TRANSFER &amp; STORAGE CO.

Member  
N. F. W. A. and I. F. W. A.

Established  
1892

## LOUISVILLE, KY.

Packers, manufacturers and canners seeking a market, or increased distribution, in the SOUTH AND SOUTHWEST are invited to investigate our constructive

## SALES SERVICE

We do all necessary retail INTRODUCTORY WORK, both with jobber and retailer.

In fact, we make ourselves your business RIGHT ARM in our territory.

We are more than brokers—we are business builders.

Your account, if intrusted to us, will receive the personal attention of an experienced and trained department head.

If you have an article of merit, WE CAN SELL IT.

## Warehouse Facilities

We own and operate a modern warehouse equipped with the latest improved sprinkler system. Lowest insurance rates. Centrally located with unexcelled trackage facilities. Capacity, 400 carloads. Can handle fourteen cars per day. Prompt and accurate service.



Established 1902  
Capital and Surplus  
\$100,000.00

**Pickrell & Craig Co.**  
(Inc.)

## LOUISVILLE, KY.

## SAFETY

## Transfer &amp; Storage Co., Inc.

Offices: 105 South Hancock Street  
HOUSEHOLD GOODS  
Moved, Stored, Packed, Forwarded  
—Motor Truck Service—

## BALTIMORE, MD.

Phone Gilmor 3000.

THOS. H. VICKERY, President.

## BALTIMORE STORAGE &amp; MOVING COMPANY

1710 to 1720 Edmondson Ave.

Members { N. Y. F. W. A.  
{ Balt. F. W. A.

Fireproof W'h'se in rear

## BALTIMORE, MD.

## THE KAUFMAN Fire-proof Storage Warehouses



## BALTIMORE, MD.

## Graham's Storage Warehouse

The Largest in Baltimore

Established 1887 GEO. D. MAGRUDER, Pres. and Gen'l Manager



800 Storage rooms, one to ten Van load capacity.  
Vans load and unload in the centre of the building.

## MOVING — PACKING — SHIPPING

## MOTOR EQUIPMENT

Send us your Baltimore Consignment  
Members, N. Y. F. W. A. — I. F. W. A. — Baltimore, F. W. A.

**BALTIMORE, MD.**

Send your Baltimore shipments to  
**MONUMENTAL STORAGE COMPANY**

**BALTIMORE, MD.**

Fred I. Savage George P. Savage  
**THE SAVAGE TRANSFER CO.**  
TRANSFER AND LIVERY

We Haul Anything, Anywhere, Any Time, by Motor or Horse-Drawn Vehicles  
C. & P. PHONES: SOUTH 321-1657  
1202-4-6-8-10-12-14 Race Street, BALTIMORE, MD.  
Storage Warehouse 5-9 W. Lee St. Garage: 118-120 W. West St.  
THEATRICAL HAULING A SPECIALTY

**BALTIMORE, MD.****Security Storage & Trust Company**

15 W. North Avenue

FIREPROOF WAREHOUSES  
MOTOR EQUIPMENT  
EFFICIENT SERVICE  
TO WAREHOUSEMEN

Members of  
Baltimore Furniture Warehousemen's Associations  
New York, Illinois and American Warehousemen's Associations

**BOSTON, MASS.**

Established 1880

**T. G. BUCKLEY CO.**  
MOVERS OF HOUSEHOLD GOODS AND PIANOS  
MOTOR TRUCK SERVICE  
REINFORCED CONCRETE WAREHOUSE  
OFFICE and WAREHOUSE, 690 DUDLEY STREET  
Members N. Y. F. W. A.

**If Your City Isn't  
Represented Here**

Put it on the shippers' map by  
inserting your card in this space.

**HOLYOKE, MASS.****Sheldons Transfer & Storage**

ESTABLISHED 1870

Main Office 637 Main St. Branch Office 81 Main St.  
SPECIALISTS IN POOL CARS  
Storage Space, 50,000 sq.ft. N.Y.N.H.& H. and B.& M. Sidings

**BOSTON, MASS.**

H. H. WIGGIN, PRESIDENT

S. G. SPEAR, TREASURER

**TERMINAL WHARF AND RAILROAD WAREHOUSE COMPANY**

50 Terminal Street

Charlestown District, Boston

**Storage of Wool, Cotton and  
General Merchandise**

LOWEST INSURANCE RATES  
DIRECT TRACK CONNECTIONS  
BOSTON & MAINE R. R.

SHIPPING DIRECTIONS  
MYSTIC WHARF  
BOSTON, MASS.

CARTAGE TO AND  
FROM FREIGHT STATIONS  
AND BOAT LINES

**Fumigation of Foreign Cotton  
and Cotton Waste**

AND OTHER MATERIALS AS REQUIRED  
BY U. S. GOVERNMENT

WEIGHING, SAMPLING, AND ALL  
SERVICES USUALLY PERFORMED  
BY AN UP-TO-DATE WAREHOUSE

We will Lease or Build to Suit Tenants

HOLYOKE, MASS.

## Holyoke Warehouse Co.

Park and Crescent Streets

**Modern Fireproof  
Warehouse**

B. &amp; M. R. R. Siding

We specialize in Merchandise Distribution, Pool Cars or Spot Stocks, Yard Storage, New Autos, Trucks, Farm Implements and Machinery.

**TRY OUR SERVICE**

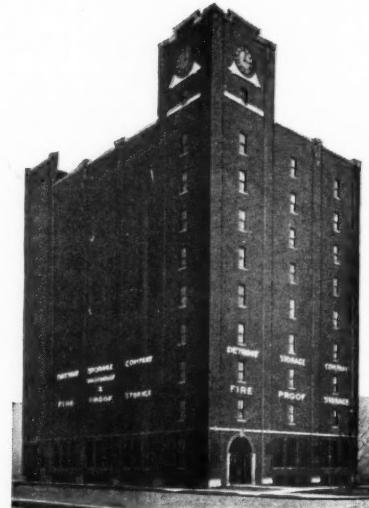
Heavy Haulage

Truck Service

DETROIT, MICH.

DETROIT'S LEADING MOVERS.

## Detroit Storage Co.



Main Office and Fireproof Warehouse  
**MOVING, PACKING, SHIPPING  
MOTOR EQUIPMENT**

Corner East Grand Boulevard and Beaubien St.,  
DETROIT, MICH.

GRAND RAPIDS, MICH.

### Shank Fireproof Storage Company

Largest Fireproof Storage Warehouse in Western Michigan.  
Merchandise and Household Goods.

Members I. F. W. A.

ST. PAUL, MINN.

### The Central Warehouse Co.

Minnesota Transfer, Minn.

#### Merchandise, Bonded and Cold Storage Industrial Sites

At the junction of nine railroads, midway between the Twin Cities. L. C. L. shipping without carting. Motor trucks for local deliveries. 40 acres of ground. Six miles of trackage operated by our electric locomotives.

#### If Your City Isn't Represented Here

Put it on the shippers' map by  
inserting your card in this space.

DETROIT, MICH.

### GENERAL STORAGE AND CARTAGE CO.

Main Offices:

Grand River and Lorain Avenues  
**GENERAL MERCHANDISE STORAGE**

Forwarding, Distributing and Reshipping Agents. Custom House Brokers—Expert Traffic Service

#### SHIP US YOUR CARLOADS FOR DISTRIBUTION

50 Car Track Space on M. C. R. R. and Grand Trunk Motor Trucks—1 to 10 Tons Capacity

DETROIT, MICH.

### TURNER CARTAGE COMPANY



Phone  
Main  
2660

Shipments of household goods and merchandise will be handled under personal supervision of company officials.

334-340 Lafayette Blvd., DETROIT, MICH.

MINNEAPOLIS, MINN.



## "The Gateway to The Great Northwest"

### We Can Handle Your Entire Distribution Throughout the Northwest

Our modern warehouse combined with our efficient organization is thoroughly equipped with every facility for the speedy and economical handling of your goods in the Great Northwest.

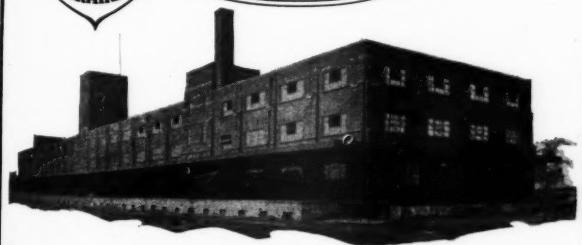
Our loading platform adjoining the East Hennepin Joint Freight Station permits direct handling and distribution of all less-than-carload freight to the NINE RAILROADS of Minneapolis through this single freight station without drayage—a facility not found elsewhere west of Chicago.

We specialize in receiving carload shipments and reshipping the goods to various points in less-than-carload lots. We also handle all classes of merchandise for storage.

Consign your Shipments to

#### Minneapolis Terminal Warehouse Company

Minnesota Transfer  
East Hennepin Station



KANSAS CITY, MO.

### QUICK ACTION WINS IN THE BATTLE FOR BUSINESS!

We borrow other people's shipping and distribution problems and turn them into results.

Fireproof Warehouses and Distribution Docks.

#### L. T. CRUTCHER WAREHOUSE CO.

Storage and Distribution  
General Warehousing

1411 St. Louis Ave.

Kansas City, Mo.

KANSAS CITY, MO.

## Fireproof Warehouse

with insurance rate of 22c per \$100.00 per year; convenient to all freight depots; send your consignments in our care; member of Illinois Furniture Warehousemen's Association.



L. Lerite & Son  
2616 Warwick

KANSAS CITY, MO.

### Are You Giving Your Customers Service?

The present congested conditions of our railroads and slow movement of less than carload freight, and the possibility of embargoes on many commodities, make it more imperative than ever that you carry suitable stocks of your goods at important Western distributing centers to properly take care of your trade in that territory.

We invite you to make use of our warehouse as a branch of your own establishment for this purpose. Our building is of modern fireproof construction and equipment—automatic sprinkler system—low insurance rates—free switching of carloads. Ample teaming equipment and twenty years of knowing how, insures prompt, efficient and satisfactory service.

### D. A. MORR TRANSFER & STORAGE COMPANY

Members { Central Warehousemen's Club  
American Chain of Warehouses  
American Warehousemen's Association  
Illinois Furniture Warehousemen's Association  
New York Furniture Warehousemen's Association

*Please mention this paper*

ST. LOUIS MO.

**A Transfer Company with an Ability to Serve****ST. LOUIS****America's Fourth  
Largest City**

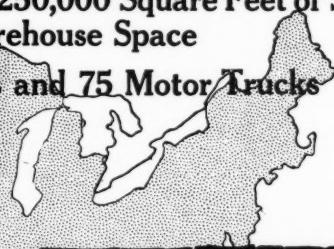
We are especially well equipped for the prompt handling of consolidated cars for distribution both locally and for points beyond. When consigned care Columbia Transfer Company (La Salle Street Station) you get the benefit of Daily Package Car Service from St. Louis to the West, Southwest and Southeast.

**Leased Motor Truck  
Service - By Hour, Day or  
Contract -**

Nine Freight Depots; One Mile of Platforms

More than 250,000 Square Feet of Storage  
and Warehouse Space

225 Teams and 75 Motor Trucks

**COLUMBIA  
TRANSFER CO.****America's Largest  
Transfer  
Organization**

\$2,000,000 Capital

**BILLINGS, MONTANA****Billings Warehouse & Trading Co.**

Incorporated

204-216 North 21st Street

Branch House Service for  
National Distributors

Investigate the immense and rapidly developing territory for which Billings is the best distribution center.

**MISSOULA, MONT.****Security Warehouse & Transfer Co.**

(Incorporated)

Warehousing of every description: Storing, Packing, Carting, Shipping. R.R. Siding. Manufacturers' distributors. We solicit your Western Montana shipments.

**If Your City Isn't  
Represented Here**Put it on the shippers' map by  
inserting your card in this space.**OMAHA, NEBR.****THE  
"CITY OF OPPORTUNITY"**

Represented by the

**Pacific Storage &  
Warehouse Co.**

1007-9-11 JONES STREET

We have studied the problems of the national distributor of manufactured articles and merchandise and have both the experience and facilities to care for business of this kind in a way that will satisfy the most critical.

Write us about the goods you have to be distributed in this territory and we shall be glad to quote prices for delivery, storage or reshipping.

MOTOR TRUCK SERVICE — 75,000  
SQUARE FEET OF STORAGE SPACE

Members of the Central Warehousemen's Club

November, 1919

## DISTRIBUTION &amp; WAREHOUSING

63

OMAHA, NEBR.

**Gordon Fireproof Warehouse & Van Co.**

Main Office: 219 NORTH 11th STREET

Six warehouses covering over one city block. 200,000 square feet of floor space. Four warehouses equipped with automatic sprinkler systems.

Warehouses served by private tracks on the C. B. & Q. and the C. & N. W. (joint track); and the Illinois Central. All roads absorb switching charges.

Accommodations for brokers, jobbers, automobile manufacturers and dealers.

**Household Goods Packed, Stored and Forwarded****MOVING — TRANSFER — FORWARDING**

**MEMBER** { New York Furniture Warehousemen's Association.  
Illinois Furniture Warehousemen's Association.  
Central Warehousemen's Club.  
Pacific Coast Furniture Warehousemen's Association.

ATLANTIC CITY, N. J.

**ELDRIDGE EXPRESS and STORAGE WAREHOUSE CO.**

Office: 110 N. South Carolina Avenue  
Inter-City Auto Service



Heavy Hauling

Railroad  
Siding and  
Storage Yard  
  
Storage for  
Goods and  
Merchandise  
  
Piano Moving  
  
Phone 108

CAMDEN, N. J.

Established 1903

**Troth's Model Warehouses**

5th and Byron Streets

**MANUFACTURERS' DISTRIBUTORS**

Correspondence Solicited  
Direct Delivery Service Throughout Philadelphia

EAST ORANGE, N. J.

Established 1887

R. T. BLAUVELT, Pres.

**LINCOLN STORAGE WAREHOUSES**

FIREPROOF NON-FIREPROOF MOTOR EQUIPMENT

Members of New Jersey—New York—Illinois—Southern  
Warehousemen's Associations

Principal Office, 85 MAIN STREET

JERSEY CITY, N. J.

**STORAGE WAREHOUSE**

PENN R. R. SIDING  
INITIAL CARTAGE ELIMINATED BY SIDING  
LOW INSURANCE CARLOAD DISTRIBUTION  
RATES ON REQUEST

**HUDSON****WAREHOUSE & DISTRIBUTING CO.**

Phones—Hoboken 1810-11-12  
Ferry St. and Park Ave., Hoboken, N. J.

**WAREHOUSE**

108-114 Academy St., Jersey City

NEWARK, N. J.

Estab. 1850 Jos. V. Lupo, Pres. & Treas.  
John F. Lupo, Sec.**JOB De CAMP, INC.**  
80 PARK PLACE

Transfer of Household Goods Storage of Household Goods  
Freight, Heavy Haulage, Mdse., New Autos, Implements,  
Motor Service Yard Storage.

Factory Distributors  
N. J. W. A. Member of A. W. A. and N. Y. F. W. A.

NEWARK, N. J.

ESTABLISHED 1892

**MODEL STORAGE WAREHOUSES**

T. L. MORTON, Manager 54-55 Belleville Avenue  
**STORAGE MOVING PACKING**  
MOTOR EQUIPMENT  
SILVER AND SAFE DEPOSIT VAULTS  
MEMBERS N. Y. F. W. A. and I. F. W. A.

NEWARK, N. J.

ESTABLISHED 1864

SHIP TO NEWARK'S  
LEADING FURNITURE WAREHOUSE

**KNICKERBOCKER STORAGE WAREHOUSE COMPANY**

JOHN MULLIGAN, Pres. GEO. L. BARBER, Gen. Mgr.  
100-106 Arlington Street

**MOVING PACKING SHIPPING**  
MOTOR EQUIPMENT

MEMBERS N. Y. F. W. A. and N. J. F. W. A.

NEWARK, N. J.

**The McGANN Co., Inc.**

Offices, 100 Front Street Telephone 1620 Market.  
Merchandise Storage, Trucking and  
Distributors

NEWARK, N. J.

F. H. Mooney, President

Est. 1882

**Mooney's Storage Warehouses**

Offices: 556-8 Market Street, Newark, N. J.

Phones: 4370-1 Mulberry

Merchandise Storage, Distributors. Centrally located to  
all Railroad Terminals. Daily Motor Service to New York  
City and Vicinity.

**TRENTON, N. J.****"Expert Service"****Arcade Express & Storage Co.**

Harry A. Douglass, Prop.

Merchandise and Furniture Storage Warehouse

Distributors and Forwarders

In Main Business Section of City

Motor Van Service

13-17 East State Street, Trenton, N. J.

Bill via any R. R.

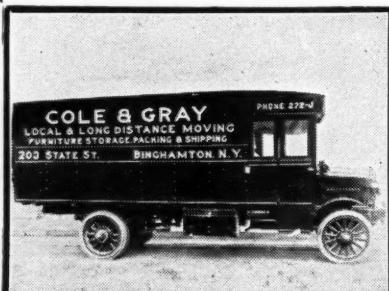
**TRENTON, N. J.****Petry  
Express & Storage Co.  
(INCORPORATED)****STORAGE WAREHOUSES****MERCHANDISE and HOUSEHOLD GOODS****MOVERS—PACKERS—SHIPPERS****MOTOR VAN SERVICE**Carloads Distributed. Manufacturers' Distributors.  
Members N. Y. F. W. A. and I. F. W. A.**ALBANY, N. Y.****SECURITY  
STORAGE & WAREHOUSE CO., INC.**

Jas. G. Perkins, Custom House Broker

1 DEAN STREET

Storage, Transferring and Forwarding

Direct Track Facilities Pool Car Distribution

**BINGHAMTON, N. Y.****THREE  
WAREHOUSES**  
33 Years in Business**Merchandise  
Distribution**  
and Pool Car  
Shipments Given  
Especial  
AttentionStorage of Household  
Goods, Merchandise,  
Implements and  
Machinery.  
Auto Trucks  
Heavy Haulage**COLE & GRAY**

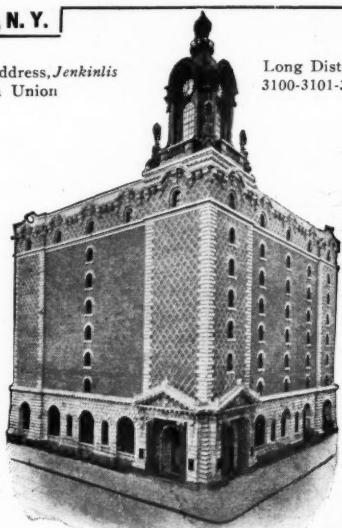
Binghamton, N. Y.

**BINGHAMTON, N. Y.**

Member Chamber of Commerce

**JOHN B. SOUTHEE  
STORAGE WAREHOUSE AND VAN OFFICE****MOVING AND TRUCKING OF ALL KINDS**

178 STATE STREET

Office Phone 1366  
House Phone 1799Residence,  
60 Moeller St.**BROOKLYN, N. Y.**Cable Address, *Jenkinlis*  
Western UnionLong Distance Phones  
3100-3101-3102 Bedford**ABSOLUTELY FIREPROOF****Long Island Storage Warehouses**

Nostrand and Gates Avenues

BRANCH WAREHOUSES

881-891 Park Avenue 781-789 Kent Avenue

To save delay in consignments for delivery to any part of New York City or Brooklyn, mark goods in our care to "Eastern District Terminal, Brooklyn." This is the center of Greater New York—no delay due to congestion.

**Try shipping this way. We know****BROOKLYN, N. Y.**

V.O.A.

N. Y. W. F. A.

**Fifty-Second Street Storage Co., Inc.**

5107 4th Ave.

Storage Merchandise Distribution Forwarding

It is your aim to give your client prompt and efficient service

It is our business to carry out your policy in Brooklyn.

Consign your shipments us c/o thru Bush Terminal

**BROOKLYN, N. Y.**

Established 1889

**Chas. D. Strang's  
Montauk Storage Company**

195 So. PORTLAND AVE.

Send your shipments to Brooklyn in my care.  
Both your customers and yourself will receive  
prompt, careful and courteous attention.Storage, Moving, Packing and  
Shipping of Household Goods.

N. Y. F. W. A. I. F. W. A. S. F. W. A.

**BUFFALO, N. Y.****BUFFALO****STORAGE & CARTING COMPANY****STORAGE, TRANSFER AND  
FORWARDING**

Warehouse on New York Central Tracks

November, 1919

## DISTRIBUTION &amp; WAREHOUSING

65

## BUFFALO, N. Y.

WE WILL LOOK AFTER YOUR INTEREST,  
ALSO THAT OF YOUR CUSTOMERS



**O**UR large, specially-built, six-story household goods warehouse is one of the finest between New York and Chicago. (Capacity 1000 van loads.) With our corps of expert workmen and unequalled facilities, we can render prompt and efficient service to your Buffalo patrons.

*Furniture Stored, Packed or Shipped  
to Any Part of the World*

Convenient to the railroad switches      Low Insurance Rates  
Motor Trucks for Prompt Delivery      Fireproof Vaults

**COLD SPRING STORAGE COMPANY**  
1432-1442 Main Street

J. W. POWELL, President and General Manager  
Members of Buffalo Chamber of Commerce, Illinois Furniture Warehousemen's Ass'n, New York Furniture Warehousemen's Ass'n.

## BUFFALO, N. Y.

**O. J. GLENN & SON**

Everything in the Line of Moving,  
Carting, Packing, Storage

OFFICE: 204 TERRACE STREET

## ELMIRA, N.Y.

**Elmira  
Storage & Sales Co., Inc.**

BEST DISTRIBUTING POINT in Western New York and Pennsylvania.

Warehouse, 50,000 square feet floor space, can accommodate 100 cars of merchandise.

Free switching privileges D. L. & W., Erie, Penna. and L. V. railroads. Switch enters building; can load and unload under cover.

General Merchandise and Storage. Forwarding and Transferring a specialty.

Competent help in office and warehouse. We can be used as a branch house at no extra expense.

We do our own trucking.

## FLUSHING, N. Y.

**Blackham Storage & Trucking Co.  
INC.**

We do a general storage, moving, carting and packing business covering Flushing and Long Island. Try our service, you'll like it.

OFFICE: 72-74 GROVE ST., FLUSHING, NEW YORK

## ITHACA, N. Y.

**Mitchell-The-Mover, Inc.**

Household Goods and Merchandise Storage  
Every facility for the prompt and efficient

**DISTRIBUTION OF MANUFACTURERS' STOCKS**

Transfer of goods and heavy and long distance hauling.  
Motor and horse drawn vans. An expert packing force.

## NEW YORK, N. Y.

**Julius Kindermann & Sons**

Three large fireproof storage warehouses adjacent  
to Washington Heights and all counties  
in Westchester section

1360-62 Webster Avenue, near 170th Street, Bronx

## NEW YORK, N. Y.

"Every Room is an Actual Vault"

**Atlas Fireproof Storage  
Warehouse Co.**

157 159 West 124th Street (near Seventh Ave.)

Moving—Packing—Storing—Shipping  
A terminal of every railroad in immediate  
vicinity. Bill "Harlem Terminal." Automobiles taken in dead storage.

Consign your shipment to us for proper  
attention.

NYFWA

VOA

## NEW YORK, N. Y.



The Claremont Storage Warehouse and the H. D. Bahr Trucking Company are operated under the same management and ownership.

The combined facilities of these two establishments offer you the most complete service in upper New York City.

We are specialists in the storage and distribution of general merchandise accounts and earnestly solicit your patronage.

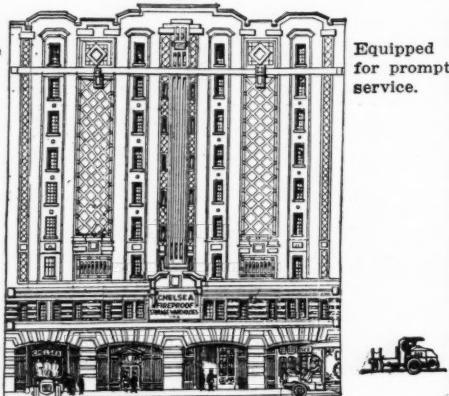
Address

**H. D. BAHR  
TRUCKING CO.**

280-287 East 137th Street  
NEW YORK CITY



## NEW YORK, N. Y.

**Chelsea Fireproof Storage Warehouses, Inc.****COMPLETE SERVICE TO SHIPPERS****Storage, Moving, Packing, Shipping, Express  
and General Trucking**Ship to the  
ChelseaEquipped  
for prompt  
service.

Our Harlem Warehouse

**Chelsea Fireproof Storage Warehouses, Inc.**

LOUIS SCHRAMM, Pres. WM. F. HAHN, Secy and Treas.

Main Office  
426-434 West 26th St.Harlem Branch  
112-120 West 107th St.

Members of

New York Furniture Warehousemen's Association  
Illinois Furniture Warehousemen's Association  
The Merchants' Association of New York

## NEW YORK, N.Y.

**Metropolitan****Fireproof Storage Warehouse Co.**14-39-41 WEST SIXTY-SIXTH STREET  
Near Central Park

CHARLES S. MORRIS, Pres. and Treas.

LAWRENCE S. MORRIS, Sec'y and Gen. Manager

**We Bid for Your Business on a Basis of  
Service—"We Know How"****TWO FIREPROOF BUILDINGS  
MOTOR OR HORSE-DRAWN VANS  
AN EFFICIENT PACKING FORCE****Adjacent to all Freight Terminals****ESTABLISHED 1875****"That means something."****Members of New York Furniture Warehousemen's Ass'n,  
Illinois Furniture Warehousemen's Ass'n,  
Southern Furniture Warehousemen's Ass'n,  
Van Owners' Ass'n of Greater N. Y.  
New Jersey Warehouse & Van Owners' Ass'n.**

## NEW YORK, N. Y.

**MORGAN & BROTHER****Storage Warehouses  
and Motor Vans****MOVING      STORAGE      PACKING**

Our reputation in handling collections on consignments is your guarantee in selecting us as your correspondent in New York City

*Furniture and Works of Art Boxed  
and Shipped to all Parts of the World*230-232-234-236 WEST 47th STREET  
TELEPHONE 52 BRYANT

Cable Address: MORGANWARE

Members:

New York Furniture Warehousemen's Association  
Illinois Furniture Warehousemen's Association  
Van Owner's Association of Greater New York

## NEW YORK, N.Y.

**"EXPERT SERVICE PAYS"****MOVING      PACKING  
SHIPPING****VAULTS for STORING PACKAGES  
of SILVER PLATE and VALUABLES**

Our central location and modern equipment enable us to offer you an unusually efficient service for your New York consignments.

Members of New York Furniture Warehousemen's Association  
Illinois Furniture Warehousemen's Association**THE WEST END STORAGE WAREHOUSE**

Grant Wayne, Manager

Louis J. Crumm, Supt.

202-210 West 89th Street



Consign all C. L. & L. C. L. Shipments for Delivery to Warehouse  
B. & O. R. R.—135th St. and  
Harlem River Station  
C. R. R. of N. J.—132d St. and  
S. Boulevard Station  
D. L. & W. R. R.—135th St.  
and Harlem River Station  
Eric R. R.—135th St. and Har-  
lem River Station  
Lehigh Valley R. R.—E. 124th  
Street Station  
L. I. R. R.—Harlem and Mor-  
risania Station  
N. Y. C. & H. R. R.—130th  
Street Station  
N. Y. N. H. & H. R. R.—Har-  
lem River Station  
Pen. R. R.—E. 125th Street  
Station  
West Shore R. R.—130th Street  
Station

November, 1919

## DISTRIBUTION &amp; WAREHOUSING

67

## NEW YORK, N. Y.

Phone Spring 8732-8733

**North River Warehouses, Inc.**

606-608-610 Washington Street, New York City

Merchandise Storage and Distribution  
Centrally Located To All RR Terminals

## NEW YORK, N. Y.

**Vandam Warehouse Co., Inc.**General Offices—No. 29 Broadway  
NEW YORK CITY

Phone Whitehall-353.

**8 CITY WAREHOUSES**

also

Waterfront Pier and Warehouses:  
MARINER'S HARBER STATEN ISLAND

## NEW YORK, N. Y.

**Mott Haven Storage Warehouse Co.**Fireproof and Non-fireproof Warehouses  
Factory Distributors — Motor Service  
Adjacent to all Bronx Terminals. Economic and  
Satisfactory Service

THIRD AVENUE AND 140th STREET

## ROCHESTER, N. Y.

**JOSEPH A. SCHANTZ  
COMPANY**

173-219 CENTRAL AVENUE



We have every facility for handling your Rochester shipments

**Two Fireproof Warehouses**  
**Two Non-fireproof Warehouses**  
**Large Fleet of Modern Motor Vans**

By mailing your Rochester bills of lading to us you are guaranteeing the most prompt and courteous service to your patrons. You are also protecting your own interests, because we will return all collections promptly and watch the details carefully.

Member of New York Furniture Warehousemen's Ass'n.

## NIAGARA FALLS, N. Y.

**WILLIAM YOUNG**TRANSFER AND STORAGE OF  
HOUSEHOLD GOODSMACHINERY AND SAFE MOVING A SPECIALTY  
"Unexcelled SERVICE"

## ROCHESTER, N. Y.

Arthur S. Blanchard, President and Treasurer

**Blanchard Storage Co., Inc.**

Storage Moving      HOUSEHOLD GOODS      Packing Shipping

Rochester "Chief" Rug and Carpet Cleaners

Allen and N. Washington Streets

Members New York and Illinois Furniture Warehousemen's Association

## ROCHESTER, N. Y.

**ROCHESTER CARTING CO.**Members New York Warehousemen's Association  
Distributors of Car Load Freight  
Unsurpassed facilities for Storing, Transferring and Forwarding  
Merchandise and Household Goods  
Two Large Storage Warehouses

162-164 ANDREWS STREET

## SCHEECTADY, N. Y.

**SCHEECTADY**

is a natural Distributing Center. We make a specialty of L. C. L. Forwarding and Distribution of Pool Cars.

Two up-to-date Warehouses. Track connections with all Railroads entering City.

Storage of Household Goods, Merchandise, Implements, Yard Storage. Heavy Haulage. Motor Service.

**SCHENECTADY STORAGE & TRUCKING COMPANY**

## SCHEECTADY, N. Y.

**W. CADY SMITH**

123 WALL ST.

DISTRIBUTING      STORAGE      RESHIPPING  
Merchandise PER ORDERSFor Wholesalers and Manufacturers.  
Moving Safes, Boilers and Heavy Machinery a Specialty.  
Household Goods Stored and Shipped. Motor Service

## SYRACUSE, N. Y.

Merchandise  
Distribution  
Given  
Especial  
Attention



Storage of Household Goods, Merchandise and Machinery  
**IF YOU WANT REAL SERVICE—TELL ME  
YOUR REQUIREMENTS**

**HOOKWAY'S**  
Storage Warehouse

725 E. Water St.

## SYRACUSE, N. Y.



**C**ONSIGN your Syracuse shipments of merchandise or Household Goods to us. Railroad siding in connection with our warehouse.

Mail bills of lading direct to us. We make no charge for collections and remit promptly.

A big transfer job does not stagger us. We own and operate a fleet of auto trucks to facilitate modern and reliable service.

*Yours for Co-operative Service*

**SYRACUSE FURNITURE &  
FORWARDING CO., Inc.**

270-272 James St., Syracuse, N. Y.

STORAGE PACKING SHIPPERS AGENTS

## UTICA, N. Y.

**Consign Utica Shipments**

to

**JONES-CLARK TRUCKING AND  
STORAGE CO., Inc.**

127-135 Hotel St.

SPECIAL ATTENTION given to Merchandise Distribution and Pool Car Shipments. Storage of Merchandise, Furniture, New Autos and Machinery.

U. S. C. Bonded

Bill Via N. Y. C., D. L. & W., N. Y. O. & W.

## UTICA, N. Y.

**UTICA  
CARTING & STORAGE COMPANY**

Storage, Trucking, Forwarding,  
Shipping, Rigging, Transferring,  
Distributing, Checking, Packing

**MOTOR VANS FOR LONG DISTANCE**

Members New York and Illinois Associations.

## CANTON, OHIO

**CUMMINS STORAGE COMPANY**

STORAGE, DRYING, PACKING AND  
FREIGHT HANDLING A SPECIALTY

Unsurpassed Facilities for Handling Pool Cars

310 EAST NINTH STREET

## CINCINNATI, O.

**STORAGE**

Fireproof and Non-Fireproof

Business Established in 1867 and built up by

**A SERVICE THAT SATISFIES**

Prompt Deliveries by Motor  
Complete Transfer Facilities

Member  
of  
New York Furniture  
Warehousemen's  
Association  
and  
Illinois Furniture  
Warehousemen's  
Association



**FRED  
PAGELS**

937 West 8th St.

## CINCINNATI, OHIO

Pooled Cars, Distributed, Reshipped and Stored.  
Located on Pennsylvania Railroad.

Let us be your agent—and handle your merchandise.

**The Wallace Transfer & Forwarding Co.**

222 & 224 East Front Street

**Pick Your  
Consignee**

from the companies listed in  
this section—they are the "live  
wires" of the field and will han-  
dle your shipments promptly  
and efficiently.

It is also worth your while  
to earn their reciprocity.

## CINCINNATI, OHIO

**"STACEY FIRST"**

**SERVICE**  
FIREPROOF AND NON-FIRE-  
PROOF WAREHOUSES

MODERN MOTOR  
VAN EQUIPMENT**RELIABILITY**Established 1891 Investment \$250,000  
Your interests carefully protected**STACEY STORAGE CO.**  
2333 Gilbert Avenue

## CLEVELAND, OHIO

**SERVICE IS THE THING**

For You and Your CLEVELAND Customers

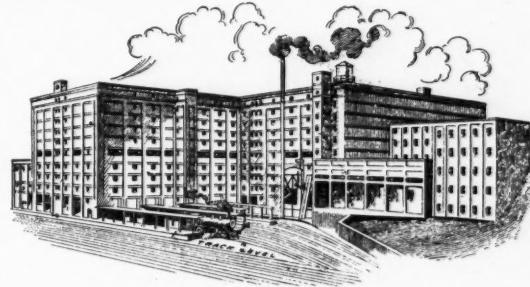
LET US SERVE THEM AS  
THEY SHOULD BE SERVED*Our Equipment*—Fireproof and  
Non-Fireproof Storage. Motors  
and Horse-Drawn Vans.*Our Organization* is complete and  
is more than ample for the largest  
and most difficult proposition.*We Conserve Your Interests***THE CENTRAL STORAGE  
WAREHOUSE CO.**1843 East 55th Street  
5601 Hough Avenue

## CLEVELAND, OHIO



7724 DETROIT AVENUE

## CLEVELAND, OHIO

3,000,000 cubic feet General Storage and  
Leasing Space.1,250,000 cubic feet Cold Storage Space.  
62 Car Capacity at one time.*New, Fire Proof Building***SERVICE**

Is all we have to sell.

*We solicit your business***Ninth Street Terminal Warehouse Co.**  
WM. J. HOGAN, President  
Cleveland, Ohio

## CLEVELAND, OHIO

**Lake Shore Moving & Storage Co.**

664 East 105th Street

Adjacent to the East 105th Street Freight Station of the New  
York Central Railroad.  
Warehouse facilities and economical distribution for the eastern  
section of Cleveland.

## CLEVELAND, OHIO

**The Lincoln  
Fireproof Storage Company**

5660-5704 Euclid Avenue

Adjoining Penn. R. R. Euclid Avenue Freight Station and  
Team Tracks

**CLEVELAND, OHIO**

**NEAL  
FIREPROOF STORAGE COMPANY**  
7208-16 EUCLID AVENUE

Modern Fireproof Buildings Service Complete  
Carload Consignments Solicited

**CLEVELAND, OHIO**

**THE  
REDHEAD STORAGE CO.**  
2041 E. 105th STREET

**MOTOR VAN SERVICE**  
Fireproof Warehouse  
Household Consignments Solicited  
Satisfactory Service Assured

Members I. F. W. A. N. Y. F. W. A.

**COLUMBUS, OHIO**

THERE IS  
NOTHING TOO LARGE  
NOR TOO SMALL  
FOR US TO HANDLE

**THE BUCKEYE  
TRANSFER & STORAGE COMPANY**

**COLUMBUS, OHIO**

**THE  
KUTSCHBACH-MCNALLY Co.**  
Complete Facilities for Storing and Forwarding  
HOUSEHOLD GOODS and MERCHANDISE

Siding on Pennsylvania Tracks  
Manufacturers' Distributors MOTOR Equipment  
Member Interstate Warehousemen's Association

**COLUMBUS, OHIO**

Safety First  
**The Fireproof  
Warehouse & Storage Company**  
1018-30 North High Street  
Columbus, Ohio

**TRANSFERRING — STORING — PACKING**  
We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

**Motor Truck Service**  
Vaults for Valuables Private Rooms

**DAYTON, OHIO**

**THE LINCOLN STORAGE CO.**  
"Fireproof"

BIG 4 TRACK IN BUILDING. Members N. Y. & I. F. W. A.  
313-315 EAST FIRST STREET  
A. B. Compton, Vice-President

**If Your City Isn't  
Represented Here**

Put it on the shippers' map by  
inserting your card in this space.

**MANSFIELD, OHIO**

**THE COTTER  
TRANSFER AND STORAGE CO.**

**FIREPROOF AND NON-FIREPROOF  
WAREHOUSES**

Furniture and Merchandise Storage

Motor Trucks Heavy Hauling Distributing

*The Cotter System*

Members New York, Illinois and American Warehousemen's Assns.

**RALEIGH, NORTH CAROLINA**

**Carolina Storage & Distributing Co.**

Raleigh North Carolina  
We store, reship and distribute all classes of freight. Modern brick warehouses located on railroad tracks. Pool car distribution a specialty. Being centrally located, reaching a population of over 1,500,000 within a radius of 100 miles, and having excellent railway service, Raleigh is most logical distributing point for this territory.

**SANDUSKY, OHIO**

**The Island & Terminal Transfer Co.**

JOHN A. MILLOTT, MGR.  
TRANSFER, DRAYAGE and STORAGE  
New Three-story Fireproof Building, also Non-fireproof  
Buildings  
MERCHANDISE AND HOUSEHOLD GOODS  
Complete Distributing Facilities  
Steamboat Landing and Railroad Siding

**SPRINGFIELD, OHIO** Bill All Shipments for Springfield, Ohio, to

**WAGNER  
FIREPROOF STORAGE & TRUCK CO.**  
Siding on Pennsylvania Lines

Complete Facilities for Distribution of Pool Car Shipments  
Moving—Packing—Shipping—Storing  
Household Goods and Merchandise

**TOLEDO, OHIO**

**DEPENTHAL  
TRUCK & STORAGE COMPANY**

108 SUMMIT STREET  
Member of New York, Illinois, and Southern Furniture  
Warehousemen's Associations

**TOLEDO, OHIO**

**THE TOLEDO  
MERCHANTS' DELIVERY COMPANY**

128 SUMMIT STREET  
AUTO SERVICE—FIREPROOF STORAGE  
Household Goods and Automobiles Moved, Packed, Shipped and  
Stored. Safes, Boilers, Machinery and Smokestacks Moved.  
100% SERVICE  
Reference: Second National Bank, or any bank in Toledo

If the City to which you are shipping is not represented in this list, choose the nearest as the geographical arrangement will help you.

DAYTON, OHIO

*Visit*  
**DAYTON**  
*on Your Way to Convention*

---

**The Union Storage Co.**  
*Merchandise*

A. W. A.

**The Lincoln Storage Co.**  
*Household Goods*

I. F. W. A.  
N. Y. F. W. A.

## YOUNGSTOWN, OHIO



Local and Long Distance Hauling  
Manufacturers' Distributors Carload Distribution

## ZANESVILLE, OHIO

ALBERT ADAMS  
STORAGE AND TRANSFER CO.

25-29-33 Ninth St.

Manufacturers' Distributors, Merchandise and Household Goods.  
Carload Distribution, 50,000 Square Feet of Floor Space



## CLINTON, OKLA.

100 miles from any other jobbing center

## MANUFACTURERS

Should investigate Western Oklahoma territory.  
No better point for distribution.  
No better facilities than ours.

GOODNER-KRUMM-FARR CO.  
All Kinds Transfer and Storage

## OKLAHOMA CITY, OKLA.

Fireproof Warehouses for Household Goods and Merchandise.

Members of I. F. W. A., New York, American Chain, Central, Southern, Pacific Coast Warehousemen's Association.

## O.K. TRANSFER &amp; STORAGE CO.

A. C. WEICKER, President



If the City to which you are shipping is not represented in this list, choose the nearest as the geographical arrangement will help you.

## TULSA, OKLA.

## Tulsa Warehouse Company

Inc. \$200,000

Our business is your business in Tulsa.  
We store your merchandise.  
We look after your shipments.  
We collect your drafts and accounts.  
We distribute your samples.  
We make you reliable credit reports.  
We trace your cars and save you demurrage.  
We furnish offices for rent to our patrons.  
We loan you money on your warehouse receipts.  
We give you real service promptly.  
If there is anything else we can do for you, our services are at your command.

ORRA E. UPP, President and Manager.

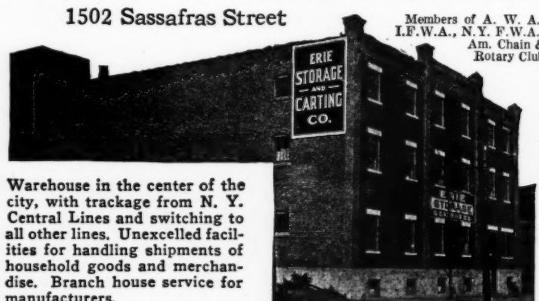
## ERIE, PA.

## ERIE

## STORAGE &amp; CARTING COMPANY

1502 Sassafras Street

Members of A. W. A.,  
I.F.W.A., N.Y. F.W.A.,  
Am. Chain &  
Rotary Club



Warehouse in the center of the city, with trackage from N. Y. Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of household goods and merchandise. Branch house service for manufacturers.

## HARRISBURG, PA.

## MONTGOMERY &amp; CO.

## STORAGE WAREHOUSES

Merchandise Storage—Transferring—Forwarding  
Direct Track Facilities Pool Car Distribution  
Members A. W. A. and American Chain of Warehouses

## HARRISBURG, PA.

## Pool Cars

Received-Checked-Distributed

and

Forwarded in Less Than Car Lots

Penna. RR Harrisburg Storage Co.  
Sidings Harrisburg, Pa.

## LANCASTER, PA.

## KEYSTONE STORAGE COMPANY

## STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE  
Siding on P. R. R. and P. & R.

OIL CITY, PA.

**CARNAHAN**  
**TRANSFER & STORAGE COMPANY**  
R. C. LAY, Proprietor  
Piano Moving a Specialty  
Distributing and Forwarding Agents; Packing  
Fireproof Warehouse

PHILADELPHIA, PA.

## ADVANCE STORAGE COMPANY

13-15 N. 59th STREET

SAMUEL S. JOHNSTON, Manager  
WAREHOUSE 500 LOADS CAPACITY

Our motor trucks are operated by careful men who are thoroughly experienced in handling furniture and pianos.

We are in a position to guarantee you satisfaction and solicit your order.

PHILADELPHIA, PA.

**ATLAS**



**STORAGE WAREHOUSE**

Office and Warehouse:  
Market and Thirty-seventh Streets,  
Philadelphia, Pa.

Member Pennsylvania,  
New York, Illinois,  
and Southern Furniture  
Warehousemen's Associations

Service is the measure of the difference between good work and poor.

Service of the right sort in the storage, moving, packing and shipping of household goods and office furnishings exclusively, constitutes our business.

As it relates to shipments consigned to us, we interpret service to require safeguarding the interests of the shipping warehouse, prompt remittance of collections, fair charges and treatment to customers, and to all—courtesy.

We solicit your Philadelphia shipments.

For West Philadelphia and general city delivery consign C. L. and L. C. L. shipments—P. R. R., 30th and Market Sts. Station; B. & O. R. R., 24th and Race Sts. Station; P. & R. Rwy., 23rd and Arch Sts. Station.

PHILADELPHIA, PA.

**PENN**  
**STORAGE & VAN COMPANY**  
2136 MARKET STREET  
“Let Wightman do it”

PHILADELPHIA, PA.

We Stand for a Square Deal

## International Warehousing Co. General Storage

Delaware Ave., Queen and Swanson St.

Forwarding & Distributing

P. R. R. Siding

PHILADELPHIA, PA.



Our large fleet of motor trucks enables us to render quick and efficient service to your patrons.

We are accessible to all depots and suburbs of our city. Our warehouses are within two blocks of North Philadelphia Station of the Pennsylvania Railroad and the 12th and York Streets Station of the Philadelphia & Reading or the Baltimore & Ohio.

Collections through our office will assure prompt returns.

*Fireproof and Non-Fireproof Warehouses*

## Miller North Broad Storage Co. 2709-2721 North Broad Street

PHILADELPHIA, PA.

### OUR HOBBY

is the distribution of goods for  
National Merchandisers

North Philadelphia Storage Co., Inc.  
SHIBE BALL PARK

PHILADELPHIA, PA.

Established 1884

The SAFETY STORAGE VAN & PACKING CO.  
3712-3714 Market Street

Motor Truck Moving - Storage - Domestic and Foreign Packing

PHILADELPHIA, PA.

## Columbia Ave. Storage Company

1511 to 1519 Columbia Avenue

### EXCLUSIVELY HOUSEHOLD GOODS

Motor Equipment

Moving	Packing	Shipping
Operated by the		

### TERMINAL WAREHOUSE AND TRANSFER CO.

Delaware Avenue and Green Street

GENERAL MERCHANDISE  
Forwarding and Distributing

9 Warehouses. 16 Acres of Floor Space. Trackage  
Facilities for 17 Cars.

Members { American Warehousemen's Association  
American Chain of Warehouses

PHILADELPHIA, PA.



## 20<sup>th</sup> CENTURY

THE LAST WORD IN WAREHOUSES

A solid concrete building. Best location in Philadelphia. A fleet of Pierce Arrow enclosed vans. We operate a large garage adjoining our warehouse capable of accommodating the largest van built. Try us when your van is in Philadelphia. All collections through our office promptly remitted. Members New York Warehousemen's Association and Pennsylvania Warehousemen's Association.

20<sup>th</sup> CENTURY STORAGE WAREHOUSE CO.

3120-22-24-26-28-30 MARKET STREET  
(Opposite West Philadelphia Station P. R. R.)

PITTSBURGH, PA.

### HOEVELER WAREHOUSE COMPANY

MOVERS AND STORERS

750 MILLVALE AVENUE

PITTSBURGH, PA.

## SERVICE TO THE CORRESPONDENT



CONSISTS in giving the correspondence of those we represent prompt acknowledgment, safeguarding their interests, mailing checks in settlement of accounts, and furnishing final reports of transactions.

THIS service also includes an element of importance:—the handling of shipments upon arrival in a manner conducive to joint customer's approval, whose future business we are always eager to secure.

Ship via Pennsylvania to East Liberty Station, (Pittsburgh, Pa.)

*Established 1889*

### HAUGH & KEENAN STORAGE AND TRANSFER CO. CENTRE AND EUCLID AVENUES

PITTSBURGH, PA.



Fireproof  
I will grow four  
more stories



### BLANCK'S Transfer & Storage Co.

Moving, Packing and Storage  
MOTOR TRUCK SERVICE—SEPARATE ROOMS FOR STORAGE



Fireproof



Fireproof

6344

Penn

Ave.

E E

November, 1919

## DISTRIBUTION &amp; WAREHOUSING

75

**PITTSBURG, PA.****SHIP YOUR CARS TO US FOR DISTRIBUTION****Pool Cars**

Received, Checked, Distributed  
Reshipped in Less Than Car Lots

**Pittsburg Distributing Co.**

708 Duquesne Way  
Pittsburg, Pa.

**PITTSBURGH, PA.****HASLEY BROTHERS****TRANSFER AND STORAGE**

939 So. Canal St., N. S.

MOVERS, PACKERS, SHIPPERS OF HOUSEHOLD GOODS  
FIRE PROTECTED STORAGE—MEMBERS A. W. A.

**PITTSBURGH, PA.****MURDOCH****STORAGE & TRANSFER COMPANY**

General Office, and Warehouses

**546 NEVILLE STREET  
PITTSBURGH, PA.**

Branch Warehouse, Wilkinsburg, Pa.

Murdoch Means Service

**PITTSBURGH, PENNA.****J. O'NEIL EXPRESS & STORAGE**

N. S. PITTSBURGH, PENNA.

Furniture and Piano Moving a Specialty. General Hauling.  
NEW FIREPROOF STORAGE HOUSE  
Separate Rooms

**PITTSBURGH, PA.****Oakland Ex. & Transfer Co.**

Packers, Storers and Shippers of

**HOUSEHOLD GOODS**

229 ATWOOD STREET

**PITTSBURGH, PA.****WEBER**  
**EXPRESS & STORAGE COMPANY**

GENERAL HAULING

Moving, Packing and Storing of Furniture and Pianos  
4620 HENRY STREET

**PITTSBURGH, PA.**

Building 100 x 125—8 Stories Front  
9 Stories Rear—Garage in Basement—Just Completed

**Shanahan  
Transfer & Storage Company**

Fireproof Storage for Household Goods.  
All Separate—1200 Fireproof Rooms.  
Furniture Moved and Packed for Shipment.  
Motor Vans, Trucks. Special Heated Piano Floor  
Fifth Ave. at McKee Place  
(Next Door to You) Over 50 Years

Established 1865.

**SCRANTON, PA.**  
**WILKES-BARRE, PA.**

Established 1894.

"He Profits Most Who Serves Best"

(Rotary)

**The Quackenbush  
Warehouse Co.**  
Incorporated

Warehousing of every description. Storing, Packing  
Carting, Shipping. R.R. Siding. Manufacturers  
Distributors

Correspondence Solicited

Wilkes-Barre, Pa.

Scranton, Pa.

**SCRANTON, PA.**

"The World Moves—So Does Post"

**R. F. POST**

ESTATE

44 LACKAWANNA AVENUE  
Freight, Furniture, Pianos, Safes, Machinery, Boilers, Stacks, etc.  
DRAYMAN, RIGGER, AND WAREHOUSE

**PROVIDENCE, R. I.****CADY MOVING & STORAGE CO.**

STORAGE WAREHOUSES  
Household Furniture and Pianos  
Packing, Crating and Shipping.  
62 to 70 Dudley Street.

**CHATTANOOGA, TENN.****THE CHATTANOOGA  
TRANSFER & STORAGE CO.**

Fireproof Warehouse

Furniture      Merchandise

Packed   Stored   Shipped

Heavy Hauling

Motor and Horse Drawn Equipment

**SAN ANTONIO, TEX.**

Established 1880

FREIGHT

AUTO SERVICE

STORAGE

**OFFICIAL DISTRIBUTORS  
MERCHANTS' TRANSFER CO.**

SAFETY

COURTESY

SERVICE

**WACO, TEXAS****MASON****TRANSFER & STORAGE COMPANY**

217-219 JACKSON STREET

Merchandise Storage, Forwarders &amp; Distribution Trucking of all kinds. Warehouse on track. 7 Denby Trucks

**NASHVILLE, TENN.****E. M. BOND  
FIREPROOF STORAGE CO.  
HOUSEHOLD GOODS AND MERCHANDISE**

Modern Fireproof Building

Private Siding With All Rail Connections.

**EL PASO, TEXAS****WESTERN  
TRANSFER & STORAGE COMPANY**

220-26 S. STANTON STREET

ONLY FIREPROOF STORAGE IN EL PASO  
Forwarders and Distributors—Trucking of all kinds—Distribution Cars a specialty—Warehouse on Track**WACO, TEXAS****Weatherred Transfer and Storage Co., Inc.**

Modern Warehouse Facilities—Trackage on all roads

100,000 SQUARE FEET STORAGE SPACE

We do pool car distributing, moving, packing, shipping, storage, long distance hauling by trucks.

**PETERSBURG, VA.****Southern Bonded Warehouse Corp.**

BONDED STORAGE

Distributors      Motor Truck Service

Private Railroad Sidings

Our Negotiable Receipts Acceptable at all Banks

**FORT WORTH, TEXAS****Binyon-O'Keefe  
Fireproof Storage Company**

Est. 1875

Your consignments to Fort Worth will receive intelligent service. We have a siding on the Rock Island Railroad with free switching from all lines. Fireproof warehouse, 90,000 sq. ft., yard storage, factory distributors.

Members of

Illinois Furniture Warehousemen's Association  
Southern Furniture Warehousemen's Association  
Central Warehousemen's Association

**SEATTLE, WASH.****United Warehouse Company  
SEATTLE, WASH.**

Established 1895

**GENERAL STORAGE AND DISTRIBUTING****SPOKANE, WASH.****McALLISTER WAREHOUSE COMPANY**

W. E. Burke, Manager

Manufacturers' Agents and Jobbers, Regular and Cold Storage Space. We give you personal service, solicit business and call upon your trade either in Spokane or in tributary territory. Carloads received, stored and distributed. Your account is desired.

**TACOMA, WASH.****COMMERCIAL TRUCK &****WE OWN BOTH WAREHOUSES**

Established 20 years in Tacoma—and know how to handle your requirements

Storage (bonded and free) Merchandise and H. H. Goods  
Moving and Packing by Experts C. L. & L. C. L. Distribution  
Collections Remitted Promptly We Solicit Your Business

## TACOMA, WASH.

**PACIFIC STORAGE and  
TRANSFER CO., Inc.**

Merchandise and Furniture Storage

Distributors and Forwarders

Merchandise and Furniture

SEND YOUR POOL CARS IN OUR CARE

Auto Truck and Transfer Service

N. P. RY. SIDE TRACKS

BROADWAY AND 17th STREET



## YAKIMA, WASH.

J. J. CRAWFORD, PRES.

W. E. NORTON, SEC

**YAKIMA TRANSFER &  
STORAGE CO.**Office and general storage warehouse No. 25 North Front.  
directly opposite Northern Pacific passenger station.22,000 square feet of compartment storage for household  
goods, pianos etc.Track warehouse No. 11 South First Ave, 30,000 square  
feet of floor space devoted exclusively to the storage of mer-  
chandise. Every facility for clean, economical, storage and  
handling of commercial accounts.

Auto trucks and teams.

## YAKIMA, WASH.

**MILLER & LENINGTON**

CONTRACTORS

DISTRIBUTING and FORWARDING AGENTS

[TRANSFER-STORAGE-WAREHOUSING]

Motor Trucks and Team Equipment for All and Every Kind of  
HaulingSHIP IN OUR CARE and let us be "At your service with best  
of service"

Office: 10 East A Street Sidney Hotel Bldg.

'Phone 571

**Safepack**  
more than waterproofwrap-stuff, case and bale-liningReal Protection for Goods in Storage or Transit; Proof  
against moisture, dust, dirt, rust, mildew and moths.  
Rats won't eat Safepack. Whatever your storage or  
shipping problem submit it to Safepack for intelligent  
solving.

Samples on request. Address Dept. T.

**Safepack Mills**  
Boston USA

## TORONTO, CANADA



Manufacturers competing in the Canadian market should study the unique features of the problem of distribution in Canada.

Canada is a country of long distances between East and West. Again, the Canadian Freight Classification differs in many important respects from those in effect south of the border.

We have studied the problems in this connection and the results of our study and experience are at your disposal. Our consolidated Car Service reduces freight charges by from twenty to fifty per cent and eliminates delay in transit. Carloads go forward regularly from Toronto to all the principal points in Western Canada.

Commodities shipped include Food Products, Confectionery, Groceries of all kinds, Woodenware, Hardware, Paints and Varnishes, Paper, Stationery, Drugs and Toilet Preparations.

By warehousing with the Howell Warehouses and using Howell Consolidated Car Service you can cover Canada from coast to coast, thus consolidating your stock and reducing detail and overhead expense.

**The Howell Warehouses, Limited**

311 King Street, East

TORONTO, ONTARIO

(Member American Warehousemen's Association)



# DENBY MOTOR TRUCKS

## DEALERS!

*There are big opportunities in merchandising Denby trucks; maybe there's some open territory in your section. A letter to the factory will post you.*

DENBY TRUCKS have won for themselves a reputation for doing easily the tasks that have proved impossible to other trucks,—of delivering transportation dependably, and at a cost that makes operation profitable, under conditions that were seemingly prohibitive.

The same features of design and of construction that give them this greater ability, insure a very long life and low maintenance under ordinary conditions of service.

Any Denby dealer will gladly show you the reasons for the better service Denby trucks give.

**Denby Motor Truck Company Detroit** (41)



## The Ford Delivery Co.'s Comparison of Pneumatic and Solid Tires

*"Previous to having our heavy duty truck equipped with Goodyear Cord Pneumatic Truck Tires we used solid-tired trucks only. We can now cover more territory thru bad roads with our pneumatic-tired truck than we could possibly cover with our solid-tired trucks. This truck has been used in cross country hauling only. We recall an early spring trip to Omaha from Lincoln, a distance of about 67 miles—we made the trip in five hours. This would have been impossible with a solid-tired truck as the roads were almost hub-deep with mud."*—J. W. Wiederspan, Ford Delivery Co. of Omaha, Neb.

**A**BOUT the first of last March, the Ford Delivery Company commenced to use the big Goodyear Cord Pneumatic Tires on their heaviest truck.

Today, after about seven months of strenuous use in both city and cross country hauling they find that all four of these tires are scoring beyond the 15,000-mile mark.

They observe, too, that the big tractive Pneumatics give new ability to this truck, enabling it to cover considerably more ground in a day's time, even when the going is over bad roads.

They refer particularly to one 67-mile trip from Lincoln to Omaha in five hours, when the route was over newly thawed roads in which the wheels frequently sank hub-deep in the mud.

However, in addition to the tractive power of the Goodyear Cords, the new ability of the truck to cover more territory is due also to their cushioning power, for this so protects the

truck from jars and jolts that a more uniform rate of travel can be regularly maintained without injury to the truck or its load. In short then, the Ford Delivery Company are enjoying all of the advantages that the big Goodyear Pneumatics are fitted to give—namely, long wear, remarkable traction, full cushioning ability and a wide radius of action.

*On your truck, if you are hauling fragile cargoes, if your truck repair costs are high, if you require a greater radius of truck operation—use the protective cushioning of these Goodyear Cord Pneumatics.*

If you require tires that can grip, hold to the road and move the truck even through deep mud and heavy snows—use the tractive All-Weather Treads of Goodyear Cord Pneumatics. You can get them—Goodyear Cord Pneumatics for your truck from a Goodyear Truck Tire Service Station Dealer. There is one near you.

**GOOD**  **YEAR**  
AKRON



## CONVEYING MACHINERY

is solving the labor problem in hundreds of essential plants and many departments of the Army and Navy, on piers, docks, in and between railroad cars, storage warehouses and the like. It is releasing men for other work and speeding up the production of the great Peace Materials needed in Reconstruction.

 Conveyors set the pace and keep a steady stream of finished goods going in and out of storage or to shipment to fill the urgent demand of War Contracts or to relieve the congestion at terminals and transfer points.

The resulting saving of labor, while secondary to the great need of getting the work out of the way, is quite sufficient to pay for the conveyors in a surprisingly short time. From warehouse to steamship pier, from floor to floor inside the plant, from cars to platform and back again,  Conveyors are doing the work of many men better, faster and with more constant regularity. They are making good on the job with years of superior service behind them as a backing. Investigate today and let our Engineers suggest the proper adaptation of conveyors to your particular problem.

Ask for Catalog No. 16

**The Alvey-Ferguson Co.**  
Incorporated  
Cincinnati, Ohio

# MUTUAL

America's Greatest  
TRUCK

**G**REATEST, because it is the only truck that is built wholly from units and parts that are themselves the greatest achievements of the automotive industry—and are acknowledged to be such by America's greatest technical and practical authorities.

And it is the greatest, too, because it gives the greatest truck value per dollar of price asked.

This value-giving is based on two prime factors:

**1st** On our building our trucks over-size, thruout, so that our two-ton Mutual is actually a three-ton truck, in engine power, carrying capacity and in the size and dimensions of all its parts. Our 3½ and 5-ton sizes are similarly built for a 50% over-load.

**2nd** On our policy of being satisfied with less than half the profit for ourselves, that is customary with truck companies. For, the Mutual Truck Company is essentially a Community Enterprise, operated with low overhead cost—an enterprise whose prime object is to build up an industry at Sullivan, Indiana, that shall employ thousands of men, and thus create an enlarged home market for the farm products, coal, oil and natural gas with which Sullivan County is so richly blest.

## We Make Good Our Claim

We realize that we are assuming a grave responsibility in advertising the Mutual as "America's Greatest Truck," and that it is only by fulfilling that claim beyond all question that we can realize our ambition and win and hold the permanent good will of truck buyers the world over. Therefore we say:

**BUY ONE "MUTUAL"**

Put it in your hardest service, and let it make its own place in your esteem.

Send for our Super-Specifications; and let your technical and purchasing managers check them, item by item, against the specifications of the best and highest priced trucks on the market.

**MUTUAL TRUCK COMPANY**  
**SULLIVAN, INDIANA**





### Why the Spiral Cut Makes Inlands Tight-Fitting

Built on the principle of the spiral cut—with all the powerful tension of a strong, steel spring—Inland Piston Rings are both gas-tight and oil-tight.

Because of the Spiral cut, Inland Piston Rings have the necessary "springs" to insure a constantly tight fit against the cylinder walls. And yet they provide just enough clearance for the perfect play of the pistons—without allowing gasoline to leak down into the crankcase or oil to creep up and interfere with combustion.

Nor can o'l or gas escape at the ends of the ring—for the split portions fit over each other tightly, sealing every possible gap.

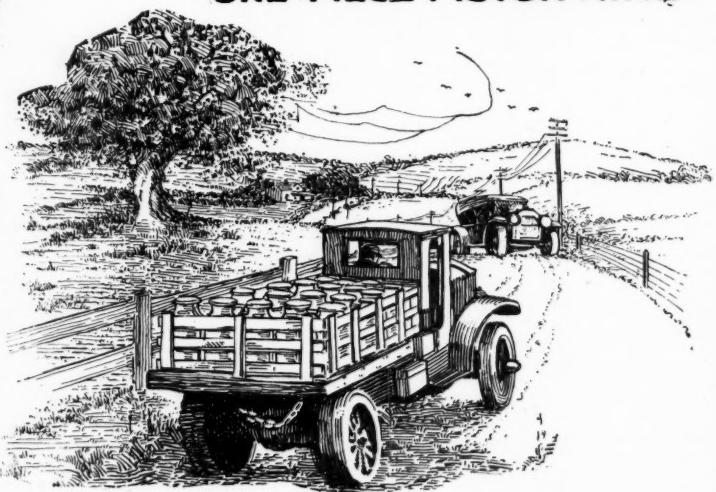
The result is—more perfect and economical operation of your engine. Oil and gas are kept separated, so that each can perform its proper function. Every drop of fuel is converted into power, and every drop of oil is utilized as lubricant.

Inland Piston Ring sales are on a basis of millions per year. Ask about Inlands today—at dealers everywhere.

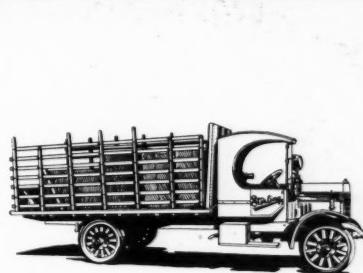
**Inland Machine Works**  
1672 Locust Street      St. Louis, Mo.

# INLAND

ONE-PIECE PISTON RING



Inlands are for every type of internal combustion motors—automobiles, trucks, tractors, stationary engines and marine engines.



# Economy

is the big thing that will appeal to you when you make an intelligent comparison of motor-propelled and horse-drawn hauling outputs. Most men who have come to a point where haulage requirements demand motor trucks, satisfy themselves on many points before they make a decision as to the kind of truck. To some, simplicity of construction is the big feature; to others, economy of fuel and tires is the most important;—motor size and type, service and the possibility of getting parts and other items. But after all, the most economical truck is the one that stays on the job and delivers the goods at an operating cost that yields a good profit on the investment.

If that is what you are looking for, look at the "Sterling."

*Salesrooms and Service Stations in all Large Cities*

## Sterling Motor Truck Company

*Builders of Motor Trucks for Twelve Years  
Milwaukee, Wis.*

*Sterling*

Motor Trucks are built in the following sizes:  $1\frac{1}{2}$ , 2,  $2\frac{1}{2}$ ,  $3\frac{1}{2}$  and 5-Ton, Worm Driven, and 5 and  $7\frac{1}{2}$ -ton, Chain Driven. Bodies for all kinds of hauling.



## They Handle The Load

HARVEY SPRINGS are built for heavy truck loads. More than that, they will stand the rough usage they get over bumpy roads. They're boltless—and guaranteed. Scientifically designed, tempered just right, rigidly tested to endure more hardships than any spring ever gets in trucking service.

They won't break. Neither will they sag. You can buy these superior springs knowing they will outlive your truck.

There's a Harvey Spring for every make and model of truck, designed especially to meet its requirements.

Easy  
Riding

—  
Guaranteed

Write us for full information regarding Harvey Truck Springs and the name of the nearest Harvey dealer.

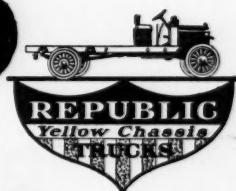
Harvey Spring & Forging Co.  
112B 17th St. Racine, Wis.



You can't get away from the fact that 60,000 Republic Trucks have been bought by shrewd, sensible business men. Among them will be found a solid conviction that their trucks are not equalled—in *performance*, in *ruggedness*, in *economy*. In six years, this preference—based solely on the wonderful Republic record—has made this company the largest manufacturer of motor trucks in the world.

# REPUBLIC TRUCKS

Republic Motor Truck Co. Inc., 948 Michigan Avenue, Alma, Michigan



**ELECTRIC TRANSPORTATION**

## Better and Cheaper Trucking

**For all congested districts  
Reid, Murdoch & Co. say:**

"We have been making a city delivery with auto trucks for two or three years and now have in service four 5-ton gasoline trucks and 20 electrics.

"The upkeep of the electric has, in our experience, been much more economical than that of the gasoline truck; in fact, 10 of the electrics, during the season of 1917, cost less for operating expenses than four gasoline trucks.

"Our first electric, in daily service since August 1st, 1914, is still as effective as on the day it left the shop and covers with ease 60 or 65 miles daily."

No mechanic-drive needed and the load isn't tainted or besmudged.

The efficiency of the electric truck depends on its battery.  
The

## Edison Storage Battery

is all steel like the sturdy springs and axles which carry it.

*Use the Coupon for information*

### The Edison Storage Battery Co., Orange, New Jersey

308 Lakeside Avenue

Send me Bulletins on:-

- Commercial Trucks       Farm Light and Power Plants
- Safety Mine Lamps       Industrial Locomotives
- Time-Clock and Fire-Alarm Systems

Industrial Trucks and Tractors

Truck Lighting and Ignition

Factory Emergency Lighting

(Write Name and Address on margin of page)

Train Lighting

Yacht Lighting

Lumber Tractors

# Trailmobile

Trade-Mark Reg. U. S. Patent Office

## More Load Space

The Motorless  
Motor Truck

### Thousands in Use

DIVISION 1—Light four-wheeled Trailmobiles for use with passenger cars or light trucks: 1,250 lbs.,  $\frac{3}{4}$  ton and 1 ton.

DIVISION 2—Heavy-duty four-wheeled Trailmobiles for use with trucks;  $1\frac{1}{2}$  tons, non-reversible; 2 tons;  $3\frac{1}{2}$  tons, and 5 tons, Reversible and Non-reversible.

DIVISION 3—Semi-Trailmobiles: 2 tons, 3 tons, 5 tons, and 7 tons.

**L**OAD SPACE is often a big factor in the hauling and transfer business. It frequently means more profits for hauling between towns—low costs that make contract hauling more profitable.

You can double your load space at practically no increase in cost if your truck pulls a Trailmobile.

A truck of moderate size can be used for your ordinary requirements and when an especially large load must be hauled the Trailmobile will take care of the excess.

Trailmobiles are in the service of many transfer companies in both city and interurban hauling. They work under a wide range of conditions, cut cost and increase profits.

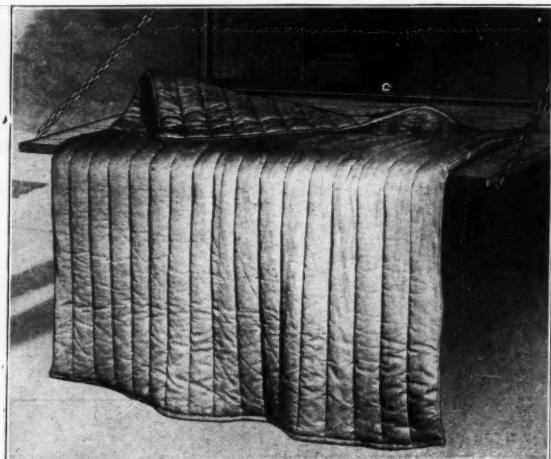
*Write for booklet, "Economy in Hauling".*

The Trailmobile Co.

515-535 E. Fifth St. Cincinnati, Ohio



# Maish Quality Wagon Pads delivery insurance at low cost



Khaki Brown

You are fully protected against damage to goods in delivery when you use Maish Quality Wagon Pads. They give maximum insurance at lowest cost, meeting the severest tests of usage with a 100% score.

We use an exceptionally heavy grade of Khaki Brown Covering in making Maish Quality Wagon Pads, believing the trade demands an article that is substantial and wear-resisting. Filling is an extra thick one-piece layer of cotton (no shoddy). Quilting in close rows of stitching with heavy carpet thread. Edges bound by our own special process to protect every seam and prevent ripping.

Maish Quality Wagon Pads are shipped on a guarantee that permits you to return them at our expense if you are not more than pleased. Immediate deliveries in these standard sizes.

- No. 10 Cut Size, 36x72
- No. 20 Cut Size, 54x72
- No. 30 Cut Size, 72x80

Prices quoted on application.

**THE CHAS. A. MAISH CO.**

Makers of the world famous Maish Comforts

1129 Bank Street

Cincinnati, Ohio

# REVOLVATOR

## Piles Go Higher— Labor Costs Go Lower

It took a "gang" to stack a pile in the old step-to-step, hand-to-hand, man-to-man way—and the operation was longer than a "Peace Conference." Something had to be done—and a REVOLVATOR does it—because two men and a REVOLVATOR can stack twice as much, twice as high in half the time.

One man can take a REVOLVATOR any place, throw on a load, swing the revolving case toward the pile, turn the crank, raise the load and the fellow on top can slide it off easily—a REVOLVATOR is the "Steel Giant" that makes piles higher and labor costs lower.

*Let us get to the "bottom" of your piling problems and show you a way to the "top."*

**REVOLVATOR COMPANY**

Sales Agents for  
**N. Y. REVOLVING PORTABLE ELEVATAR CO.**  
389 Garfield Avenue Jersey City, N. J.



# MORE MONEY

## For Transfer and Storage Men

- ¶ We have a very interesting proposition to make to transfer and storage men who can and will handle the retail sales of our trucks.
- ¶ We have been very fortunate in the past in securing transfer and storage warehousemen to sell our trucks on an agency basis. The class of sales made has been very satisfactory and the transfer men have earned substantial rewards for their work.
- ¶ There is *much* money in it for you.
- ¶ Write today for details.
- ¶ Send for free booklet, Money in Motor Trucks.

**J. C. WILSON COMPANY**

Detroit, Mich.

*makers of*

**WILSON dependable motor trucks**  
**1-, 2-, 3½- and 5-ton capacity.**

**36th YEAR**



Truck is wheeled close so that barrel fits into the curved arm. Barrels standing against wall are instantly picked up without first being moved.



Handles are raised. Bale falls over barrel. Works automatically.

## Stop *Rolling* Barrels

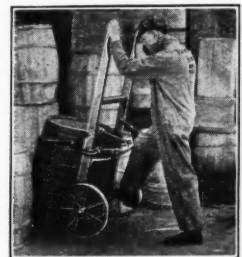
ROLLING barrels by hand is costing you twice as much as it should. Two men are doing the work that one man with an Automatic High Wheel Barrel Truck can do—and do easier and in less time. The automatic bale makes loading easy—it falls over the barrel and holds it tight to the truck. In fact, loading is the easiest part of the job. The 16 inch wheel speeds up the work—and it is so placed that the load is on the wheel and not the man. One man can handle a 1000 lb. barrel.

We will show you how the Automatic High Wheel Barrel Truck cuts labor costs by putting one in your warehouse for 10 days trial. Put it to work for you 10 days and put half of the men on the job, on other work. Write us to send you one on approval—write now.

This truck is the best barrel truck made. It is strongly constructed—cold rolled axle, malleable iron and hard-wood handle. Its width over all is 30 inches. The length of the handles, 67 inches. Price, F. O. B. Bellevue, O., \$20.00. Discount for five or more trucks.

10 days free trial.

THE BELLEVUE MANUFACTURING CO.  
BELLEVUE, OHIO



Handles are drawn back and barrel is on truck. No second man required for heavy barrels.



Ready to truck and barrel has not been touched. Nicely balanced.

## *The Automatic Wheel Barrel Truck*

# Water Proof Storm Covers for

Auto Trucks, Wagons and Horses. Radiator and Hood Covers.

We also make Van and Loading Pads, Tarpaulins, Piano Covers, Victrola Covers, Dust Covers, Caster Bags and Mailing Sacks.

We manufacture the best quality of goods at right prices and guarantee prompt deliveries.

We want your business. Write for quotations  
and the locality of service station nearest you.

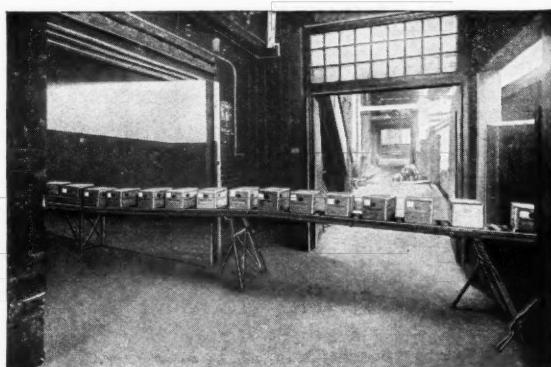


Keystone Canvas Goods & Flag Co.  
1012-1018 Filbert St.

Philadelphia, Penn.

## Quicker Deliveries, Less Labor

Install a Mathews Gravity Roller Conveyer and insure against delays. It will carry bales, boxes, crates—in fact merchandise of all description more quickly and cheaply than man power. With it a few men do the work of several unaided by gravity.



The Mathews System reduces handling and lost time, saves breakage and labor expense, and at no cost for power—gravity supplies the power free. Both floor space and wear and tear on flooring are saved by this system.

**MATHEWS**  
SPEED ECONOMY  
**GRAVITY ROLLER CONVEYER**

It is a fact that where hand or truck conveying cost dollars, gravity conveying costs cents. Write to us for detailed information.

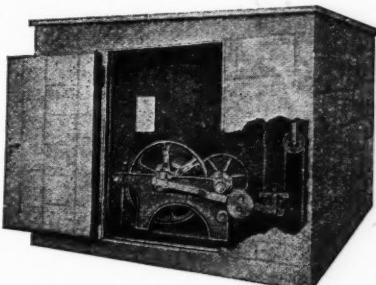
**MATHEWS GRAVITY CARRIER COMPANY**  
134 Tenth Street, Ellwood City, Penna.

*Branch Factories:* Port Hope, Ontario—London, England

## One Rope Controls—Hoists, Lowers and Holds the Load For Outrigger and Hatchway Service

*In Use at—*

Terminal Warehouse Co., Prov., R. I.  
National Dock & Storage Co., East Boston,  
Mass.  
New York Dock Co., Brooklyn, N. Y.  
Crimmins & Peirce, Boston, Mass.  
New Bedford Storage Warehouse Co.,  
New Bedford, Mass.  
Borden Condensed Milk Co., New York  
City.  
Eddystone Mfg. Co., Philadelphia, Pa.  
Jamestown Worsted Mills, Jamestown,  
N. Y.  
Wuskau Mills, Farnumville, Mass.  
New York Central R. R. Hay Depots,  
33rd St. and 11th Ave., New York  
City.  
Palmer Docks, Brooklyn, N. Y.  
Railway Supply & Manufacturing Co.,  
Cincinnati, Ohio.  
S. Silberman & Sons, Chicago, Ill.  
Utica Steam and Mohawk Valley Cotton  
Mills Co., Utica, N. Y.  
Canada, Atlantic & Plant Steamship Co.,  
Boston, Mass.



Size No. 15  
1500 lb. Whip in Pent House of  
The Charles River Stores  
Beverly Street, Boston, Mass.

**VOLNEY W. MASON & CO.**

I N C.

ESTABLISHED 1860  
INCORPORATED 1902  
TELEPHONE GASPEE 1211

PROVIDENCE, R. I., U. S. A.

### PATENT WHIP HOISTS

For Mills, Docks, Cotton and  
Woolen Warehouses, Etc.

EXPRESS SERVICE  
200-400 feet per minute

SEVERAL THOUSAND IN USE.

—  
FRICTION PULLEYS  
AND CLUTCHES

Their Special Value Is in Handling Baled Wool, Cotton, Hay, Barrels, Boxed and Cased

Merchandise of All Descriptions

They Are Often Installed as Auxiliaries to Elevators

**VOLNEY W. MASON & CO., Inc.**

D. P. KAERCHER      ELECTRICIAN and ENGINEER  
76 Summer Street, Boston, Mass.

Representative for Boston and Vicinity

PROVIDENCE, R. I.

Many concerns lose a large percentage of their profit by not being familiar  
with existing facilities for handling commodities in and out of the warehouse.

If It's  
Made  
of  
Canvas  
We  
Make  
It

**Quality and Service  
is Our Slogan**



Write  
for  
Stock  
List  
and  
Catalog



Waterproof Storm Covers for Auto Trucks, Wagons and Horses, Tarpaulins, Dust Covers, Piano Covers, Victrola Covers, Tents, Horse Feed Bags, Radiator and Hood Covers, Furniture Loading Pads, Van Liner Pads, Canvas Pads and Bags of every description.

*Large Stock — Prompt Deliveries*

**RICHARDS MFG. CORPORATION, Philadelphia, Pa.**  
MAIN OFFICE AND FACTORY: 948-952 NORTH 8th STREET



**This Bradley Stencil Machine and  
One Boy Will Do the Work of  
Three Markers**

And do it with black, clean cut accuracy that is straight insurance that your shipments *will go through*. No sidetracking or delay due to careless illegible marking. Follow the arrow and you will see the actual work—just as you can have it done in your place.

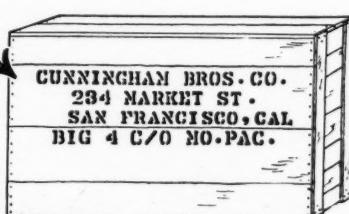
*This is a startling economizer of Time, Money and Labor. You prove it on the following proposition:*

Write us today and we will send you a "Bradley" ready for use—300 stencil cards, Patent Ball Marking Brush, etc. PREPAID. USE IT FOR A MONTH AT OUR EXPENSE. Then, if it doesn't cut card board stencils **faster** than any other machine or any expert can do them—SEND IT BACK. (No quibbling or correspondence on our part)—and we will pay Return Freight.

This is the biggest promise and the fairest proposition you have ever had. Order The Bradley Stencil Machine—NOW. You are losing Big money every day you wait.

**BRADLEY STENCIL MACHINE CO.**  
3744 Forest Park Boulevard      St. Louis, Mo.

*Note the Cleanness of Bradley Stencils*





## No Other Non-Skid Device Has This Feature—

*A Chain That Can Be Immediately Replaced*

Suppose you need chain in a hurry. If your truck is Arrow Grip-Equipped, you can use ANY standard chain until your Arrow Grip chain is secured from your dealer.

No other anti-skid device has this feature. All have special chain and chain attachments, to be used in connection with their product that may take hours or days to replace, and that may seriously handicap your deliveries if broken, lost or worn out.

Moreover, these special chain connectors may catch in the brake drums and cause damage to the truck mechanism.

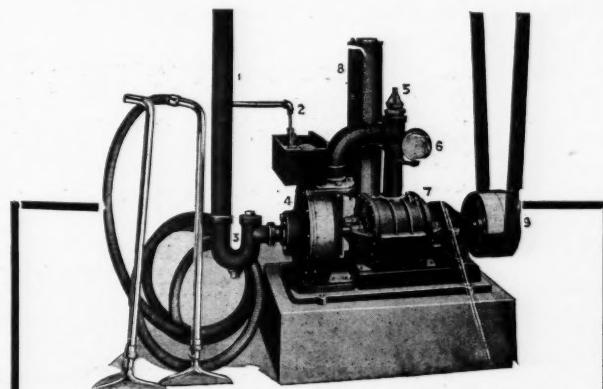
**Be sure—Equip your truck with the  
MASTER OF TRACTION**



Just two parts—simple, strong and durable. Attached or detached in a jiffy, without fuss or trouble.

Phone your dealer today for a set of Arrow Grips. Write for a copy of "The Chain of Evidence."

**Arrow Grip Manufacturing Company, Inc.**  
Dept. M.  
GLENS FALLS, N. Y.



## Watch Your Profits Grow

Install a modern carpet cleaning department. The investment is small. Unskilled labor does the work. Any building will do.

## Use a Connersville Vacuum Cleaner

The secret of profitable commercial carpet cleaning is a centrifugal separating Connersville vacuum cleaner. It dry dusts and suds sucks without a change of tools. Send for a folder giving complete information about the vacuum shampoo process.

Sold by  
**Electrical & Specialty Supply Co.**  
9 South Clinton St. **CHICAGO, ILL.**

Made by  
**UNITED VACUUM APPLIANCE DIVISION**  
OF LANDERS, FRARY & CLARK, CONNERSVILLE, IND.

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The Engineering and Industrial Authority of the Automotive Field—Motor Cars, Trucks, Tractors, Airplanes. Read by Engineers, Production Managers, and other Executives of Automotive Manufacturing Companies.

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A Dealers' Journal, devoted principally to the Distribution or Merchandising of Automotive Products and Equipment. In conjunction with Motor Age, covers nearly 90% of the principal Dealer field.

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A Dealers' Journal, devoted principally to the Maintenance of Automotive Apparatus and Equipment. In conjunction with Motor World, covers nearly 90% of the principal Dealer field.

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The only automotive export paper going exclusively to Dealers and other members of the Automotive Trade in Latin America.

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Reaches 75% of the purchasing power wielded by the Transfer & Storage Industry, Transportation Companies, Pool Car Distributors, Public Merchandise Warehouses. A wealthy and active field needing Trucks, Labor Saving Devices, Warehouse Equipment, etc.

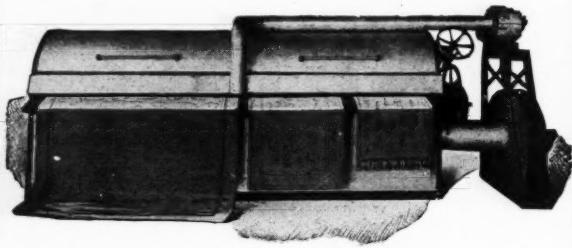
### THE TIRE RATE BOOK

A quarterly publication containing special current information for Tire Dealers—price lists, types, sizes, etc. In constant use by practically all principal tire distributors.

### THE CLASS JOURNAL COMPANY

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Philadelphia Cleveland Detroit

**Because there is  
Big Money in It  
storage and warehouse  
companies are installing  
this big rug cleaning  
machine**



*The most perfect Rug Cleaner made*

**The Cleveland Laundry Machinery Mfg. Co.**  
CLEVELAND, O.

**You are Paying TOO MUCH  
to tier your packages—**

while you are using "strong arm" methods. They are slow. And time now is MONEY—more than it ever was. And how about using two or three men when one man can do it quicker, better, cheaper? And how about not getting all the money out of your floor space?



**The NEW Portable Tiering Machine**  
answers all these save-money and save-labor questions. And its answer is in dollars **saved**. The Brown "Handi Lift" saves from 1 to 4 men. And does the work quicker, cheaper than your present **low** tiering (by hand methods). Your floor space then makes more money for you.

The Brown "Handi Lift" does not need space to swing its loads around. Tiers **straight up**—quickest, **cheapest** way. Hinged, if needed, to pass through low doors. Portable. Any size. **Guaranteed** by oldest portable conveying machinery company in the business. Ask for "Bulletin 38," sending details as to the largest sizes and weights of package, heights piled up to and lowest doorway. No obligation. Machine pays for itself—stops waste.



**Brown Portable  
Conveying Machinery Co.**  
10 S. La Salle St., Chicago, Ill.

# HORSE OWNERS

Replace your present fire policy with this broader policy—and at no additional cost.

You don't know what will happen to your teams when out of the stable—but NORTH AMERICA HORSE AND WAGON INSURANCE POLICY protects you against loss from fire and lightning at all times whether teams are in or out of the stable or while in repair shop—and includes harness, blankets, stable utensils, feed, etc.

## North America Horse and Wagon Insurance Policy

You don't know what will happen to your teams when on a ferry boat—but this policy protects you against loss from sinking, burning or collision of the ferryboat on which your teams might be.

You don't know whether or not disaster will happen to your teams and equipment while in transit—but this policy protects against the risks of collision or derailment, sinking or burning while in transit by steamship or railroad.

For a little additional cost you can secure protection against theft or larceny of your teams while in or out of your stable and on the equipment while away from your regular stable.

Don't guess that disaster will pass you by—send now for information—and play safe.

**Insurance Company of NORTH AMERICA**  
PHILADELPHIA

Capital, \$4,000,000 Assets over \$30,000,000

AGENCIES EVERYWHERE

The Oldest American Stock Insurance Company  
Writers of FIRE, MARINE, AUTOMOBILE, MERCHANDISE, FLOATERS, BAGGAGE, Etc.

Experience—Stability—Service



**Insurance Co. of North America**  
Dept. R, 232 Walnut Street, Philadelphia

Without obligation kindly send me full information as to how I can secure greater protection for my teams and equipment than my present fire policy gives—and without additional cost.

NAME .....

ADDRESS .....

I would also like information concerning other policies,  
such as .....

## EXCELSIOR PACKING PADS ARE LIKE INSURANCE

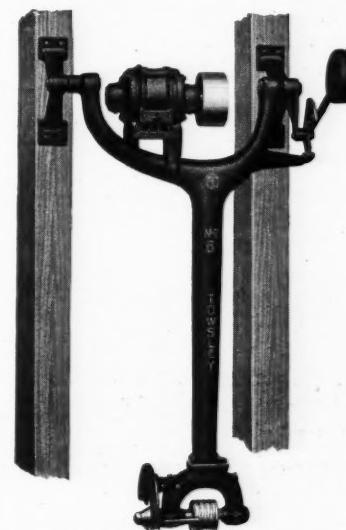
**Y**OU pay only a small premium charge for the best protection obtainable. Don't think of them as an expense, consider the loss and inconvenience of claims for damage and the satisfaction of knowing that anything you ship will reach its destination exactly as it left your hands. You will incur no obligation by getting our samples and prices.

**H. W. SELLE & CO.**

**Manufacturers**

1000-1016 N. Halsted St., CHICAGO, ILL.

**Quality First—Service Always**



**PROMPT  
SHIPMENT**

**No. 6 Motor Driven Swing Cut-off Saw**

A rapid and accurate cutter. Counter-weight gives quick return to saw, self-centering device for saw, self-oiling boxes. Machine carries blades up to 20-in. without vibration. Write today for Bulletin of motor-driven and belted Swing Saws.

**JOHN T. TOWSLEY MFG. CO.**

1010 Evans St., Cincinnati, Ohio



Save Money, Time and Labor by Using

### "THE HOLYOKE" Transfer Truck

One Man and this truck performs the work of Four Men.

Various models to suit every variety of work.

All strongly built and sold under a liberal guarantee.

Write for Circular B-1

**Holyoke Truck Company**

Main Office and Factory  
105 Race Street, HOLYOKE, MASS.

Export Department:  
77 Broad Street, New York City



## Crushed Oats!

**Means Conservation,  
Feed Less in Weight**



Patented

**Your Stock  
Gets More  
Nutriment  
from Less  
Oats**

Machine now built under United States Food License Loooo86 U. S. A.

1st. Your stock is built up in bone and muscle. No colic, or stomach trouble.

2nd. You feed 15% to 20% less in weight, which saves you money and helps your "Uncle Sam" win the war.

Thousands of users will recommend  
Crushed Oats

Write us for further information.

**GIBSON OAT CRUSHER CO.**

McCormick Bldg.  
Chicago, Ill.  
Eastern Office, 34 East 28th Street, New York City

**YALE**

## 19D

—a guide to profit for everyone who has loads to be handled.

YOU need this new Yale Chain Block book for the clear, complete, concise information it contains on every angle of hoisting equipment. It gives you complete data on:

- Yale Spur-Geared Chain Blocks
- Yale Screw-Geared Chain Blocks
- Yale Differential Chain Blocks
- Yale Electric Wire Rope Hoist
- Yale Electric Chain Hoist
- "Brown-Hoist" Trolleys-Cranes

The Yale hoisting equipment described in Catalog 19D speeds up production with increased safety to the operator. The unusually complete maintenance data is of special interest to present users.

Let us send you your copy.

**From Hook-to-Hook  
a Line-of-Steel'**

Ask your Machinery supply house or wire for catalog on Yale Chain Blocks and Electric Hoists.

For a Factory Locking Equipment use a Yale Master-Key System.

**The Yale & Towne Mfg. Co.**  
9 East 40th Street, New York City



**TITAN**

### 3½ AND 5-6 TON INTERNAL-GEAR DRIVE TRUCKS

WRITE FOR BULLETIN ON  
TITAN "HI-WAY TRANSPORT" TRUCKS

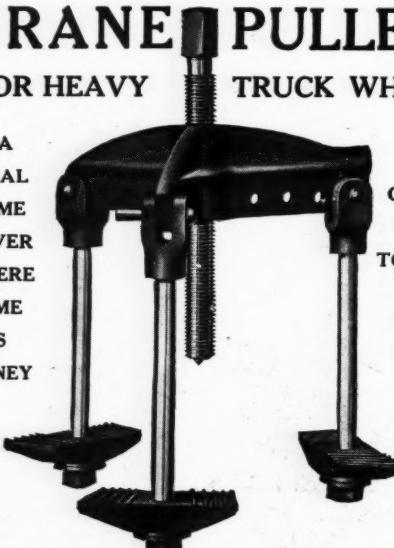


A 3½-ton Truck with a 5-ton Motor  
Built specially for Long-Distance Hauling.  
**High Road Speed**—17 miles per hour at 1000 R.P.M. of the motor.  
**Surplus Power**—To take stiff 25% grades and pull through bad places that stall other trucks.  
**Oversized Units**—5-ton Motor; 5-ton Clutch; 5-ton Transmission; and big 8" pressed channel frame.

**TITAN TRUCK CO.**  
MILWAUKEE · · · · · WISCONSIN

**CRANE PULLER**  
FOR HEAVY TRUCK WHEELS

A  
REAL  
TIME  
SAVER  
WHERE  
TIME  
IS  
MONEY



GUARAN-  
TEED  
TO LAST  
A  
LIFE-  
TIME

ONE Man can remove the heaviest Gas or Electric Truck Wheel in 15 Minutes with this PULLER.

Write for Catalog Z  
ORDER FROM YOUR JOBBER

**CRANE PULLER COMPANY**  
54 Lake St. Arlington, Mass.

Save  
Time  
and  
Labor  
Sawing  
Boxing  
and  
Crating  
Lumber



This neat, compact saw can be hung up against any convenient wall or column, thus taking up no valuable floor space.

**The Reliance  
MOTOR DRIVEN  
Swing Saw**

will save the time and energy of hand cutting—do the work much better and faster—and, being self contained, can be placed anywhere, regardless of power supply.

Easily installed by anybody. Direct or alternating motor. Built in three sizes, to accommodate any class of work.

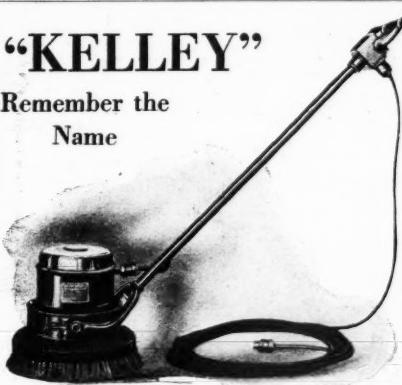
Tell us your requirements and we will submit proposals.

**Reno-Kaetker Electric Co.**  
4600 SPRING GROVE AVE.  
CINCINNATI, OHIO

## "KELLEY"

Remember the Name

DO  
YOU  
KNOW



Your business is not complete without a carpet cleaning department, and your carpet cleaning department is not complete without

## A KELLEY Scrubbing Machine

*Write for complete information  
on the machine or the work*

Sold by

**Electrical & Specialty Supply Company**  
9 S. Clinton Street Chicago

Manufactured by

**KELLEY ELECTRIC MACHINE CO.**  
Buffalo New York

**STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC.,  
REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912.**  
of Transfer and Storage, published monthly at New York, N. Y., for Oct. 1, 1919.  
**COUNTY OF NEW YORK } ss.**  
**STATE OF NEW YORK }**

Before me, a Notary Public in and for the State and county aforesaid, personally appeared E. M. Corey, who, having been duly sworn according to law, deposes and says that he is the Treasurer of the Transfer and Storage Publishing Corporation, Publisher of Transfer and Storage, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Publishing Transfer and Storage Publishing Corporation, 239 West 39th Street, New York; editor, F. C. Hahnel, 239 West 39th Street, New York; managing editor, David Beereoff, 239 West 39th Street, New York; business manager, L. W. Boynton, 239 West 39th Street, New York.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock.)

Owners—Transfer and Storage Publishing Corporation, 239 West 39th Street, New York.

Stockholders—Willis D. Leet, 536 Guardian Building, Cleveland, Ohio; United Publishers Corporation, 239 West 39th Street, New York; Chas. K. Biedenkopf, 239 West 39th Street, New York City; Edmund D. Carey, 239 West 39th Street, New York City; Fritz J. Frank, 239 West 39th Street, New York City; Geo. H. Griffiths, 239 West 39th Street, New York City; W. H. Lindsey, 239 West 39th Street, New York City; Jas. H. McEvoy, 239 West 39th Street, New York City; Elizabeth S. McKee, 80 Upper Mountain Avenue, Montclair, N. J.; A. C. Pearson, 231 West 39th Street, New York City; C. G. Phillips, 171 Cooper Avenue, Upper Montclair, N. J.; Jennie M. Phillips, 171 Cooper Avenue, Upper Montclair, N. J.; Char. Swain Phillips, 231 West 39th Street, New York City; W. I. Ralph, 231 West 39th Street, New York City; F. T. Root, Bronxville, N. Y.; Olive Root, Bronxville, N. Y.; Winfred Root, Bronxville, N. Y.; Jas. T. Root, Bronxville, N. Y.; Jas. Rosencrantz, 243 West 39th Street, New York City; Eugene Sly, 231 West 39th Street, New York; M. J. Swetland, Trustee for Grace E. Swetland, Montclair, N. J.; W. H. Taylor, Upper Montclair, N. J.; Everett B. Terhune, 207 South Street, Boston, Mass.; H. M. Swetland, Montclair, N. J.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities: (If there are none, state—"None")

4. That the two paragraphs next above, giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any fiduciary relation, the name of the person or corporation for whom such trustee is acting; also that the same two paragraphs contain statements concerning the total amount of capital stock and evidence of indebtedness, or conditions under which stockholders and security holders who do not appear upon the books of the company as trustees hold stock and securities in a capacity other than that of a bona fide owner; and this affidavit has no reason to believe that any other person, association, or corporation has any interest, direct or indirect, in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mail or otherwise, to paid subscribers during the six months preceding the date shown above is.....

(This information is required from daily publications only.) E. M. COREY.

Sworn to and subscribed before me this 27th day of September, 1919.  
(Seal)  
L. F. DAY.

Notary Public New York County. My Commission expires March 30, 1920.  
Form 3526.—Ed. 1918.

## TRANSVEYORS

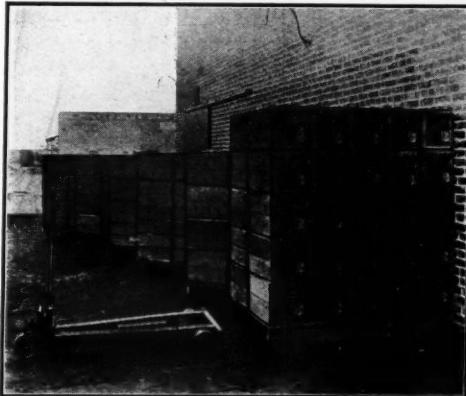
Moved on wooden platforms by elevating the Transveyor under the loaded skid; left in the warehouse on Transveyor platforms, compactly stored by pressing the Transveyor foot pedal—is Transveyor Transfer and Storage.

No handling—no congestion—extraordinarily large loads easily handled by one man.

Views of warehouse applications are yours for the asking.

### COWAN TRUCK COMPANY

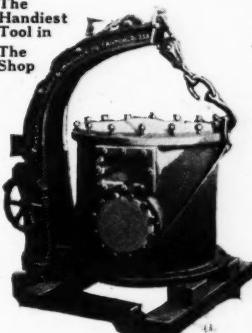
12 Water Street HOLYOKE, MASS.



## This CANTON PORTABLE CRANE

Has the Fairbanks O. K.

The Handiest  
Tool in  
The Shop

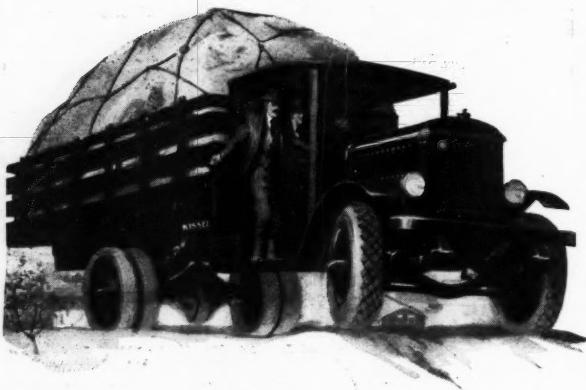


Because it is built to a quality standard—not to a price. It has the O. K. of every user, not only because of its strong construction, but because one crane lifts and moves the heavy, awkward pieces that formerly wore out six men in handling—and does it in less time.

Its extra strong base casting, projecting arms and gears are made from a mixture

of cast iron and steel—carefully finished and well fitted by expert mechanics. It is tested and guaranteed to safely lift its rated load. And they are made in sizes that fit the needs of any warehouse. Let a Canton Crane take the load off the men and make one man's time worth six. Get our free booklet containing money saving ideas for warehouse owners—get the particulars—write for them now.

**The Canton Foundry & Machine Co.  
CANTON OHIO**



## Insure Uninterrupted Transportation This Winter

NEVER within the history of the Transfer and Storage Business has the dependability, adaptability and economy of motor truck transportation become a vital business necessity as today. The winter days ahead make it imperative for you to realize the importance of choosing the make of trucks that will haul and deliver your products, goods, materials and supplies every day this winter without interruption or delays.

To insure Uninterrupted Transportation 365 days in the year, the All-Year Cab for Kissel trucks was originated, perfected and patented. By adding the winter attachments—side, door and window attachments, the open cab, standard equipment on the four largest Kissel models, is quickly changed to an enclosed cab, warm, dry and comfortable—giving complete protection to drivers in the most severe winter weather—removing the necessity of layups on account of storms—increasing the efficiency of drivers and results for owners.

Kissel trucks, equipped with the powerful Kissel-built engine, maintain schedules because they are built to overcome obstacles unsurmountable with trucks of less development. The nearest Kissel dealer will study your transportation requirements to insure your getting the right sized Kissel truck, thereby reducing your transportation expenses to the proper ratio of goods hauled and miles covered. Specifications, prices, etc., sent on request.

**KISSEL MOTOR CAR CO.**  
Hartford, Wis., U. S. A.

**KISSEL TRUCKS**

**BREEN'S PIANO DERRICK**  
*What Everybody Needs*

PIANO MOVERS find that the hoisting and lowering of pianos is made easy, safe and economical by the use of this practical, adjustable Window Derrick. Handy to carry, easily put in place by one man, always ready and quickly utilized.

It is a practical patented invention, which has been in use for twelve years and has demonstrated its value beyond question. It clamps to windows. There is also a swing under bar which is placed under outer end of piano and carries it in or out.

Every mover of safes, pianos or heavy merchandise needs Breen's Piano Derrick because it saves the strength of the men, means a tremendous saving of time, and obviates jams and scratches. Several firms have taken out third story window, set the derrick in place, hoisted piano, and replaced window in 25 minutes.

Also manufacturers of Belts and Bars to hoist Pianos and Ropes, Blocks and Piano Covers.

Write to-day. Catalogue for the asking.

**WM. H. BREEN**  
219-231 Rutherford Ave., Charlestown, Mass.

## G. W. Jones Lumber Co.

807 Lumber Exchange Building

CHICAGO

Manufacturers of  
CRATING AND BOXING LUMBER OF ALL KINDS

We refer you to the leading warehouses in Chicago as to the quality of stock we ship.

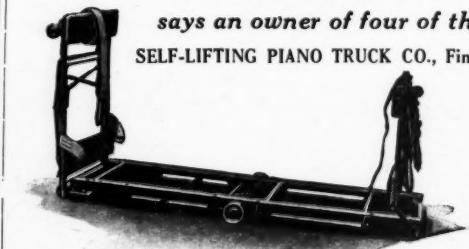
Wholesale Prices

Stock Guaranteed

## A TRIUMPH is your BUCKEYE SILL PIANO TRUCK

says an owner of four of them

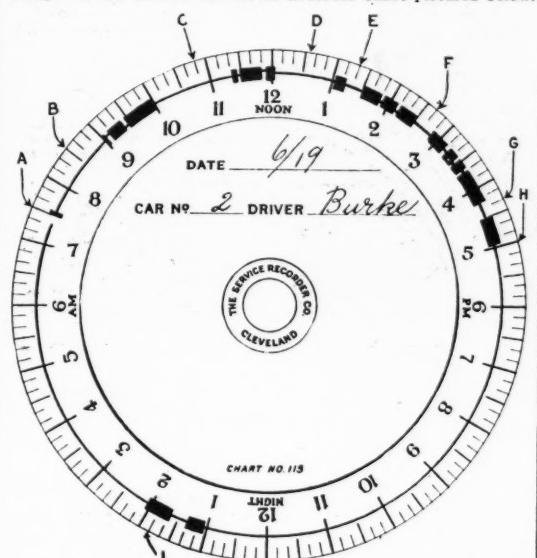
SELF-LIFTING PIANO TRUCK CO., Findlay, O.



End  
Truck  
Covers  
Straps

### What's Your Truck Doing All Day?

Here are the facts of one day's operation—facts that the truck owner didn't have to "go out after," but facts which were brought to his desk on the Servis Recorder Chart pictured below.



Daily Servis Recorder Chart (much reduced). Heavy mark shows when truck is in motion; narrow line shows truck standing still.  
 A—truck started at 7:30.  
 B—hour and 25 minutes to load.  
 C—hour and 20 minutes (at freight depot).  
 D—a lunch hour.  
 E—fifteen minutes (loading).  
 F—held up 20 minutes (drawbridge).  
 G—stopped 15 minutes (somewhere on return trip. Ask about).  
 H—put up at garage at 5:00.  
 I—taken out during night.

Write for Booklet  
THE SERVICE RECORDER COMPANY, CLEVELAND

### Dr. Pyle's Famous Veterinary Remedies

Contain NO OPIATES and leave no bad after effects. A specific remedy for each disease, no "CURE ALLS." Remedies we manufacture:

Azoturia Remedy  
\$2.00

Colic Remedy  
\$1.50

Healing Powder  
25c.

Distemper Remedy  
\$1.20

Gall Cure Salve  
50c.

Special Price Per Dozen



Trade-Mark

All backed by our great \$150,000.00 Guarantee.  
For Sale at Druggists, Horse Goods Dealers or Direct.

### The Dr. Pyle Veterinary Remedy Co., Inc.

New Philadelphia, Ohio, U. S. A.



### Better Protection of goods in shipment and storage

The problem of protecting rugs, carpets, draperies, etc., against moths, mice, germs, while in storage or in transit, is solved by the use of

#### WHITE TAR PAPER

Made in two grades—Pine Tar and Cedar. Pine Tar for ordinary materials; Cedar for the finest fabrics. Put up in rolls of 12 sheets, each sheet 40 x 48, in full size and in continuous rolls 50 yds. to 1,000 yds. Also heavy tar bag paper cut 5 x 7 and packed 100 sheets to the carton.

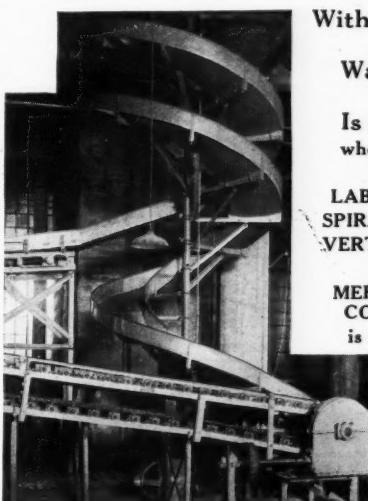
We sell Napthaline Moth Balls, Flakes Crystals, Powder and Blocks; Lavender Compound and Cedar Compound in one-pound and two-pound packages, 100-pound boxes and barrels.

Write today for price list and full information.

**The WHITE TAR COMPANY**  
CLIFF & JOHN STREETS, NEW YORK, N. Y.



With Help Scarce  
AND  
Wages High  
NOW  
Is the Time  
when the need  
for our  
LABOR-SAVING  
SPIRAL CHUTES  
VERTICAL LIFTS  
AND  
MERCANDISE  
CONVEYORS  
is imperative



Owned by  
The Haslett  
Warehouse  
Co., of San  
Francisco,  
the develop-  
ment of  
handling

problems in our own fourteen general merchandise store-houses has enabled us to give practical advice to ware-house and terminal concerns. We are at your service.

Through long experience we have learned how to combine every form of merchandise conveyor so as to obtain the most practical results.

When no standard form of conveyor is adequate, we design special machines.

When you want information on conveyors, write us. We can help you.

### The Haslett Spiral Chute Co.

Factory: Madison and 20th Sts., Philadelphia, Pa.  
Southern Office: 523 Calvert Bldg., Baltimore, Md.  
Pacific Coast: 228 Pine St., San Francisco, Cal.

## Your Horseshoeing Bills

can be kept to the minimum if shoers use "Capewell" nails.

They hold shoes firmly until the growth of the hoof makes reshoeing a necessity.

Under the greatest strains Capewell nails can be relied upon.

Insist upon getting The Capewell nail and get the world's best.

**The Capewell Horse Nail Co.**

HARTFORD, CONN.

Leading Horse Nail Makers of the World



## Giant Grip Traction Equipment For Motor Trucks



MAKES transfer and express trucks 100% efficient. Insures against time lost through tie-ups due to mud, sand, snow or other bad going.

Carried in tool box. Applied when needed—with bare hands in two minutes. No tools; no jacking. Write today. Please give name and tonnage of trucks. Address

**Challoner Company**  
Established 1863  
Dept. TS Oshkosh, Wis.

## We specialize in Furniture Pads and Covers

Write us today for prices and we will submit samples.

*Prompt shipments and perfect satisfaction guaranteed.*

**TOLEDO CANVAS PAD COMPANY**

2014 Adams Street

TOLEDO, OHIO



### Cut Out Repair Bills!

Protect the furniture you move with Loupilco Furniture Pads—soft, resilient, durable. They save money and customers—sure as you're a foot high. Write for prices and descriptions. Louisville Bedding Company, Inc. Owners of Louisville Pillow Company, Louisville, Ky.

## Renew the Power and Life of Your Engine

by having the

## Cylinders Reground

and equipped with new

## Pistons—Piston Pins—Piston Rings

by the

## Butler Manufacturing Co.

1124 E. Georgia St., Indianapolis, Ind.

## REGROUND BEARINGS

OUR REGRINDING PROPOSITION WILL CUT DOWN YOUR BALL BEARING BILLS. TRY US AND BE CONVINCED. SATISFACTION GUARANTEED

AHLBERG BEARING COMPANY  
317-327 EAST 26<sup>TH</sup> ST. CHICAGO, ILLINOIS.

ATLANTA  
BOSTON  
CLEVELAND  
DETROIT  
KANSAS CITY  
LOS ANGELES  
MINNEAPOLIS



NEW YORK  
PHILADELPHIA  
PITTSBURGH  
PORTLAND, ORE.  
PROVIDENCE  
SAN FRANCISCO  
ST. LOUIS - OMAHA

## Boxing and crating LUMBER

of all kinds. Carloads only.

### SPECIAL OFFER

We have a few cars of one inch thick Pine boxing and crating lumber, running about 45% 4" wide, 30% 6" wide, 15% 8" wide, 10% 9" wide. Dressed 2 sides.

*Write for prices*

**JOHN D. MERSHON LUMBER CO.**

New York

Chicago

Saginaw

## SAVE MONEY ON RECOOPERING

Two straps  $\frac{1}{2}'' \times .015$  can be applied to standard canned goods boxes at an average cost of less than four cents per box, including material and labor. Write for full information to

**SIGNODE**

SYSTEM INC.

108 WEST LAKE STREET

CHICAGO



## If you don't find what you want here, your advertisement here will find it for you.

**FOR SALE.**—Well established transfer and storage business (warehouse, motor trucks, teams and other equipment) in a city having a population of 8000 located in Central Illinois. Our warehouse is filled to capacity. We do about 75% of the transfer and storage business in this city, both storage and hauling. Address Box 58, care of Transfer & Storage, 239 West 39th Street, New York.

**FOR SALE.**—Part interest in an old established storage and hauling business. Centrally located in large Eastern City. Address Box 301, Distribution & Warehousing, 239 West 39th St., New York.

**WANTED.**—Position in management of Storage, Cold or Common. Fully qualified to handle big deal. Best of references. Address Box 550, care of Distribution & Warehousing, 239 West 39th St., New York.

AN old established Household Goods Storage Co. in one of the largest cities of the West desires to increase its capital for the purpose of extending the business. Investors taking an active part in the business preferred.

Up to the present time the storage on hand aggregates from eight to ten thousand dollars.

With additional capital and improved facilities the business can be increased to a considerable paying extent. There are a number of reasons and proofs to demonstrate the fact that the proposition is based on strictly sound business principles, subject to the closest inspection and examination.

The larger the capital the better the security of a big success.

The high reputation of the company, inclusive of a good foundation of the business on hand, are factors of importance in figuring on positive, speedy success.

A splendid chance for several parties to procure an interest in an old going business.

Apply to "WEST," care of Transfer & Storage Magazine.

## FURNITURE PADS

Made of Durable  
O. D. Canvas

STOCK SIZES:

36" x 72"    50" x 72"    75" x 72"

Burlap, Waterproof Tarpaulins,  
Bags, Etc.

**FULTON BAG & COTTON MILLS, Inc.**

330 WYTHE AVE., BROOKLYN, N. Y.

Phone: Greenpoint 4200

**WANTED.**—Position as manager or foreman teaming or rigging company. Was in business eighteen years, but sold out account of war to enter service. Will take job as rigger for safe and machinery moving, as have always done my own rigging. Address Box 310, Distribution & Warehousing, 239 West 39th St., New York.

**WANTED.**—Executive experienced in general warehousing. Must be able to look after office details, also make prices, etc. Progressive firm. Good chance for advancement. Address Box 345, Distribution & Warehousing, 239 West 39th St., New York.

**WANTED TO BUY.**—One set second hand self lifting piano trucks. Dragoun Transfer & Storage Co., Ames, Iowa.

**WANTED.**—Position as General Foreman or Superintendent Cold Storage, twelve years' experience. References on request. Address Box 551, Distribution & Warehousing, 239 West 39th St., New York.

**WANTED** by an up-to-date merchandise warehouse company a warehouse foreman capable of handling a great volume of goods with dispatch and accuracy. Only a man of experience and ability in handling labor will be considered. A good salary and opportunity to one with qualifications required. Address Box 305, Distribution & Warehousing, 239 West 39th St., New York.

**WANTED.**—A large furniture storage and transfer business in the South requires the services of a foreman in the warehouse and packing department. Concern has a large fireproof warehouse and conducts its business in the most modern way. If you have the qualifications of holding down a big job communicate with Box 503, Distribution and Warehousing, 239 West 39th St., New York.

**WE WANT TO SPEND \$25,000 CASH** for unclaimed merchandise left in storage. We will buy for spot cash. Novelties of all kinds, household specialties, toys, knick-knacks, books, post cards, jewelry, pictures, patented articles, "fool" inventions. Anything of which there is a large quantity. Send sample and say how many you have. Our spot cash offer by return. Address Fantus Brothers, 525 So. Dearborn St., Chicago, Ill.

## 20% Feed Bill Saver

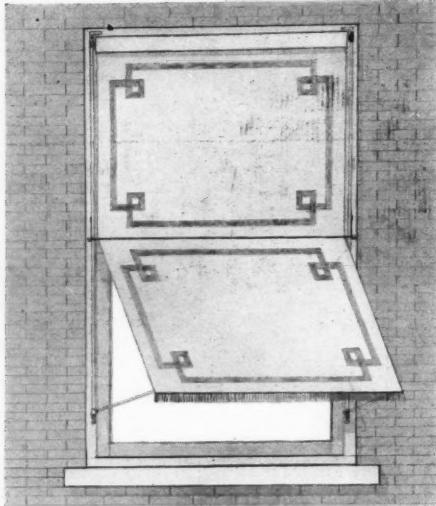
This means if at present you are feeding 4 qts. to each horse per meal, by feeding crushed oats you save 2.4 qts. The yearly saving is 27 bushels, and figuring oats at 55 cents per bushel means \$15.00 saved on each horse. Just multiply this on each horse you have.

Crushed oats produce bone and muscle and keep horses in better working trim with more staying power, because Crushed Oats gain over whole oats from 15 to 25 per cent in nutriment.

The National is the most economical crusher to do this work—the power consumed costing about 10 cents per horse per month. It frees the food from foreign particles. This crusher will crack corn at the time it's crushing oats. Write for our money-saving booklet on crushed oats feeding—it's free. Write now.

**National Oat and Corn Crusher**

made by Excel Mfg. Co., Pottersville, N. J.



## The Detroit Spring Shade made by **Detroit Canvas Mfg. Co.**

**Furniture and Van Pads  
Phonograph Covers  
Table Top Pads**

## **Water-Proof Storm Covers for Horses and Wagons Piano Covers (fleece lined)**

### **Auto Truck, Radiator and Hood Covers**

PRACTICAL ideas, high quality of materials, skilled workmanship and modern manufacturing facilities are combined by the Detroit Canvas Manufacturing Company to make unexcelled products. We solicit the opportunity to demonstrate to buyers in the transfer and storage industry the money saving ideas and practical utility that are built into our canvas goods.

### **Detroit Canvas Manufacturing Company**

245-247 Larned St., East

DETROIT

MICH.

## INDEX TO ADVERTISERS

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Adams Storage & Transfer Co. Albert Advance Storage Co. Ahlberg Bedding Co. American Express & Storage Co. Aluminum Brazing Solder Co. Atlas Fireproof Storage Warehouse Atlas Storage Warehouse Autocar Company Alvey-Ferguson Co. Arrow Grip Mfg. Co., Inc.	<b>A</b> Federal Motor Truck Co. .... 6 52nd St. Storage Co. .... 61 Fisher Dearborn Fireproof Storage Co. .... 57 Frederick Taxicab & Transfer Co. .... 72 Fulton Bag & Cotton Co. .... 101 Fireproof Warehouse & Storage Co. 70
---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

Bahr, H. D., Trucking Co. Baltimore Storage & Moving Co. Bekins Fireproof Storage Co. Bekins Household Shipping Co. Bellevue Mfg. Co. Bissell-O'Keefe Fireproof Storage Co. Blackham Storage & Trucking Co. Blakeslee Co., The Ralph N. Blanchard Storage Co., Inc. Blanck's Transfer & Storage Co. Boni Fireproof Storage Co., E. M. Bradley Steel Mill Machine Co. Breen, Wm. H. Brown Portable Conveying Mach. Co. Brown Trucking Co. Buckeye Transfer & Storage Co. Buckeye Co., T. G. Buffalo Storage & Carting Co. Butler Mfg. Co. Billings Warehouse & Trading Co.	<b>B</b> Gardner, B. B., Storage Co., Inc. 55 Garford Motor Truck Co. Second cover General Storage & Cartage Co. .... 60 Gibson Oat Crusher Co. .... 95 Gooder-Kumm-Fair Co. .... 72 Goodyear Tire & Rubber Co. .... 79 Gordon Fireproof Warehouse & Van Co. .... 63 Graham Storage & Warehouse Co. 58
------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

Bahr, H. D., Trucking Co. Baltimore Storage & Moving Co. Bekins Fireproof Storage Co. Bekins Household Shipping Co. Bellevue Mfg. Co. Bissell-O'Keefe Fireproof Storage Co. Blackham Storage & Trucking Co. Blakeslee Co., The Ralph N. Blanchard Storage Co., Inc. Blanck's Transfer & Storage Co. Boni Fireproof Storage Co., E. M. Bradley Steel Mill Machine Co. Breen, Wm. H. Brown Portable Conveying Mach. Co. Brown Trucking Co. Buckeye Transfer & Storage Co. Buckeye Co., T. G. Buffalo Storage & Carting Co. Butler Mfg. Co. Billings Warehouse & Trading Co.	<b>B</b> Harris Transfer & Warehouse Co. .... 54 Harrisburg Storage Co. .... 72 Harvey Spring & Forging Co. .... 84 Haslett Spiral Chute Spring Co. .... 99 Hasley Bros. .... 75 Haugh & Keenan Storage & Trans. Hoeveler Warehouse Co. .... 74 Hogan Transfer & Storage Co. .... 58 Holyoke Truck Co. .... 95 Holyoke Warehouse Co. .... 60 Howell Warehouse, The .... 77 Hudson Stores, Inc. .... 63 Hudson Warehouse & Distributing Co. .... 63 Hookway Storage Warehouse. .... 67
------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

Class Journal Co. .... 93 Cadby Moving & Storage Co. .... 75 Campbell Co., M. L. .... 104 Canton Flyer, & Mch. Co., The. .... 97 Capewell Horsenail Co. .... 100 Carnahan Transfer & Storage Co. .... 73 Carolina Storage & Distributing Co. .... 70 Cathcart Transfer & Storage Co. .... 56 Central Storage Warehouses Co. .... 69 Challoner Co. .... 100 Chattanooga Transfer & Storage Co. .... 76 Chelsea Fireproof Storage Warehouses. .... 66 Cleveland Laundry Mach. Co. .... 94 Cold Spring Storage Co. .... 65 Colley Elevator Co. .... Columbia Transfer Co. .... 62 Cotter Transfer & Storage Co. .... 70 Cowan Transfer Co. .... 97 Cranmer Co. .... 66 Crutcher Warehouse Co., L. T. .... 61 Cummins Storage Co. .... 68 Central Warehouse Co. .... 60 Clyde Cars Co. .... 5 Cole & Gray. .... 64 Commercial Truck & Storage Co. .... 76	<b>C</b> Class Journal Co. .... 93 Cadby Moving & Storage Co. .... 75 Campbell Co., M. L. .... 104 Canton Flyer, & Mch. Co., The. .... 97 Capewell Horsenail Co. .... 100 Carnahan Transfer & Storage Co. .... 73 Carolina Storage & Distributing Co. .... 70 Cathcart Transfer & Storage Co. .... 56 Central Storage Warehouses Co. .... 69 Challoner Co. .... 100 Chattanooga Transfer & Storage Co. .... 76 Chelsea Fireproof Storage Warehouses. .... 66 Cleveland Laundry Mach. Co. .... 94 Cold Spring Storage Co. .... 65 Colley Elevator Co. .... Columbia Transfer Co. .... 62 Cotter Transfer & Storage Co. .... 70 Cowan Transfer Co. .... 97 Cranmer Co. .... 66 Crutcher Warehouse Co., L. T. .... 61 Cummins Storage Co. .... 68 Central Warehouse Co. .... 60 Clyde Cars Co. .... 5 Cole & Gray. .... 64 Commercial Truck & Storage Co. .... 76
	<b>I</b> International Warehousing Co. .... 73 Iden Co., Wm. A. .... 103 International Transportation Co. .... Island & Terminal Transfer Co. .... 70 Indianapolis Warehouse Co. .... 57 Inland Machinery Co. .... Insurance Co. of North America. .... 94

De Camp, Inc., Job. .... 63 Denby Motor Truck Co. .... 78 Depenthal Truck & Storage Co. .... 70 Detroit Canvas Mfg. Co. .... 102 Detroit Storage Co. .... 60 Dewey & Co., Geo. E. .... 53 Dafos-Eustice Co. .... 101 Dime Messenger Service. .... 4	<b>D</b> De Camp, Inc., Job. .... 63 Denby Motor Truck Co. .... 78 Depenthal Truck & Storage Co. .... 70 Detroit Canvas Mfg. Co. .... 102 Detroit Storage Co. .... 60 Dewey & Co., Geo. E. .... 53 Dafos-Eustice Co. .... 101 Dime Messenger Service. .... 4	<b>K</b> Kaufman Fireproof Storage Warehouses. .... 58 Keystone Storage Co. .... 72 Kinderman, Julius & Son. .... 65 Kissel Motor Car Co. .... 98 Knickerbocker Storage Co. (Cleveland) .... 69 Knickerbocker Storage Warehouse Co. (Newark) .... 63 Kutschbach-McNally Co. .... 70 Keystone Canvas Goods & Flag Co. .... 90
--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

Edison Storage Battery Co. .... 86 Edridge Express & Storage Co. .... 63 Electrical Specialty Supply Co. .... 93-97 Elmira Storage Sales Co., Inc. .... 65 Empire Express Storage & Van Co. .... 56 Erie Storage & Carting Co. .... 72 Excel Mfg. Co. .... 101 Exchange, The. ....	<b>E</b> Edison Storage Battery Co. .... 86 Edridge Express & Storage Co. .... 63 Electrical Specialty Supply Co. .... 93-97 Elmira Storage Sales Co., Inc. .... 65 Empire Express Storage & Van Co. .... 56 Erie Storage & Carting Co. .... 72 Excel Mfg. Co. .... 101 Exchange, The. ....	<b>L</b> Lamson Co. .... Lincoln Fireproof Storage Co. (Cleveland) .... 69 Lincoln Storage Co. (Mayfield) .... 70 Lincoln Storage Warehouse (E. Orange) .... 63 Long Island Storage Warehouses. .... 64 Louisville Bedding Co. .... 100 Lake Shore Moving & Storage. .... 69 Leritz & Son, L. .... 61
---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

## INDEX TO ADVERTISERS

The Advertisers' Index is published as a convenience, and not as a part of the advertising contract. Every care will be taken to index correctly. No allowance will be made for errors or failure to insert.

M	S
McAllister Warehouse Co. ....	76
McCann Co., The .....	62
Mash Co., Chas. A. ....	98
Mass Transfer & Storage Co. ....	76
Mathews Gravity Carrier Co. ....	91
Merchants Transfer Co. ....	76
Metropolitan Storage Warehouse Co. ....	66
Miller North Broad Storage Co. ....	73
Miller & Lexington. ....	77
Minneapolis Terminal Warehouse Co. ....	61
Mitchell-the-Mover, Inc. ....	65
Model Storage Warehouse. ....	63
Montgomery & Co. ....	72
Monumental Storage Co. ....	58
Morse & Dunham. ....	52
Morgan & Brother. ....	66
Morr. D. A., Transfer & Storage Co. ....	61
Morrow Transfer & Storage Co. ....	56
Mott Haven Storage Warehouse Co. ....	67
MacLoch Storage & Transfer Co. ....	75
Mutual Truck Co. ....	81
Mason & Co., Inc., Volney W. ....	91
Mocney's Storage Warehouse. ....	63
Mershon Lumber Co., John D. ....	100

N	S
Neal Fireproof Storage Co. ....	70
North Philadelphia Storage Co. ....	73
North River Warehouse. ....	67
Ninth St. Terminal Warehouse Co. ....	69

O	T
O-K Transfer & Storage Co. ....	72
O'Neil, John. ....	75
Oakland Exp. & Transfer Co. ....	75
United States Rubber Co. ....	51
Union Fireproof Warehouse Co. ....	51
Union Terminal Warehouse Co. ....	54
Union Storage Co. ....	71
Union Terminal Warehouse Co. ....	56
United States Storage Co., Inc. ....	56
United Warehouse Co. ....	76
Utica Carting & Storage Co. ....	68
Terminal Warehouse Co. (Little Rock, Ark.) ....	54
Terminal Warehouse & Transfer Co. (Philadelphia) ....	74
Terminal Wharf & Railroad Warehouse Co. (Boston) ....	59
Tiffin Truck Co. ....	96
Toledo Canvas Pic Co. ....	100
Toledo Merchants' Delivery Co. ....	70
Towsley Mfg. Co., John T. ....	95
Trailmobile Co. ....	87
Trans-Continental Freight Co. ....	1
Trotti's Model Warehouses. ....	63
Turk Warehouse Co. ....	72
Turner Cartage Co. ....	69
Twentieth Century Storage Warehouse Co. ....	74

P	U
Pacific Storage & Transfer Co. ....	77
Pacific Storage & Warehouse Co. ....	62
Pages, Fred. ....	68
Peasley Transfer & Storage Co. ....	56
Penn Storage & Van Co. ....	73
Perry Express Storage Co. ....	64
Pitt's Garage Warehouse Co. ....	57
Pickrell & Craig Co. ....	58
Pittsburgh Distributing Co. ....	75
Post, R. F., Estate. ....	75
Pyle Veterinary Remedy Co., Dr. 99	99
Vandam Warehouse Co., Inc. ....	67

Q	W
Quackenbush Warehouse Co. (Scranton) ....	75
Wallace Transfer & Forwarding Co. ....	68
Wagner Fireproof Storage & Truck Co. ....	70
Walker Vehicle Co. ....	76
Weatherred Transfer & Storage Co. ....	76
Weber Express & Storage Co. ....	75
Welton Transfer & Storage Co. ....	55
West End Storage Warehouse. ....	46
Western Transfer & Storage Co. ....	76
White Company. ....	Back Cover
White Tan Co. ....	99
Wilson Co., J. C. ....	89
Wittichen Coal & Transfer Co. ....	54

R	Y
Redhead Storage Co. ....	70
Reno-Kaetke Elec. Co. ....	96
Republic Motor Truck Co. ....	85
Revolator Co. ....	88
Richards Mfg. Corp. ....	92
Rochester Carting Co. ....	67
Yale & Towne Mfg. Co. ....	96
Yakima Transfer Co. ....	77
Young, William. ....	67



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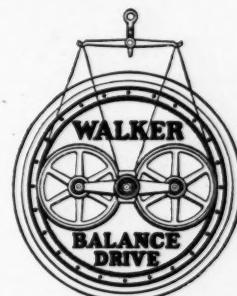
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